The Northwestern Miller

Volume 241
Number 13

JUNE 27, 1990

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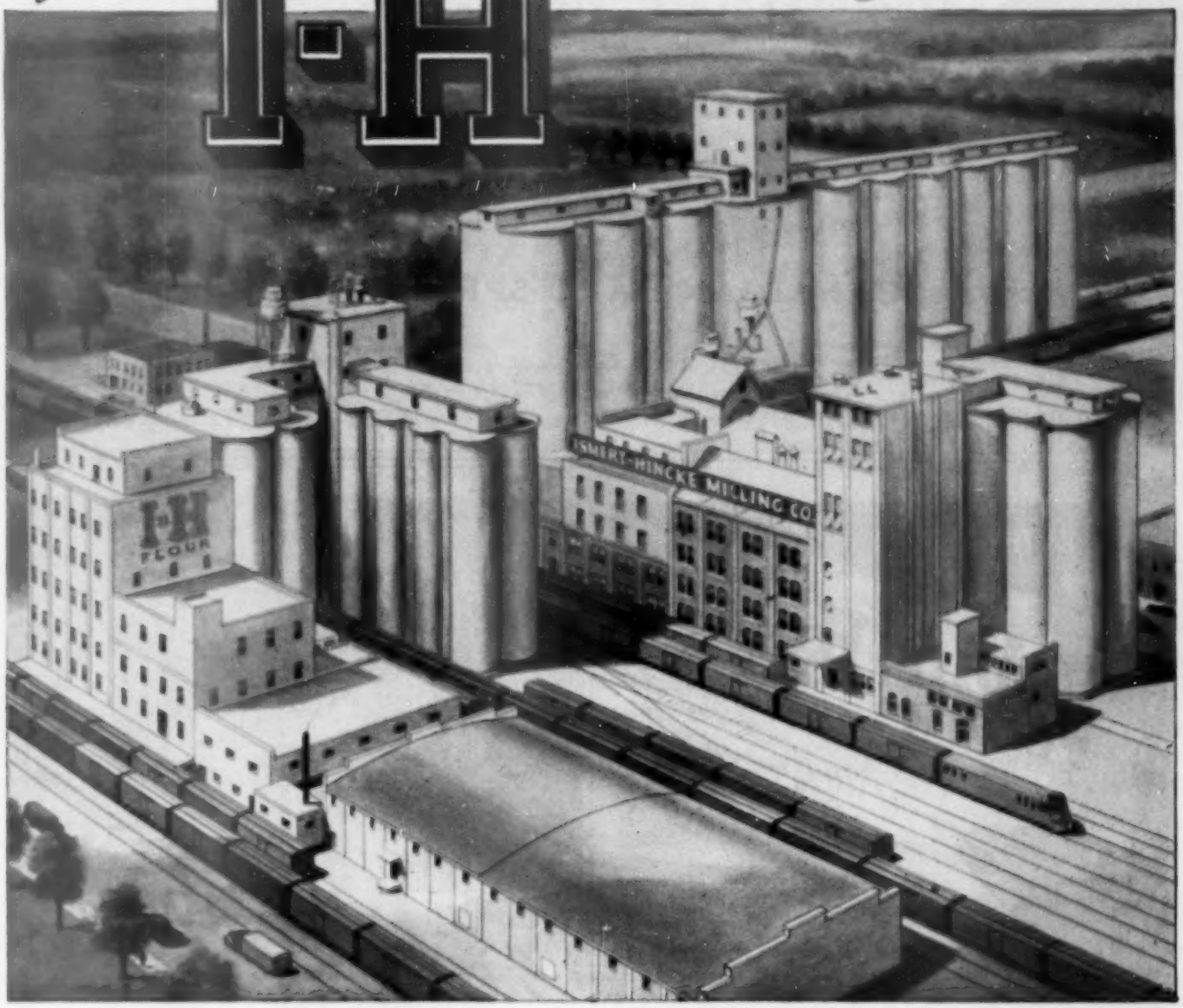

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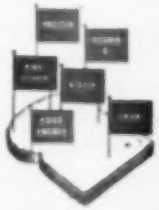

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The American Baker • Feedstuffs • Milling Production

Photographic pose suggested by "Whistler's Mother," painted by James A. McNeill Whistler

A Letter to My Mother

Dearest Mother:

Your letter brought joy and tears to us all. How happy we are that soon you and Dad can come to America! You say all our old neighbors over there want to come to America. Finally, they are seeing through those "ism" politicians. You have been promised the moon for your votes. But your people have lost the incentive to work, to own a farm or a business or to work a farm on shares. We all hope that will never happen here.

Love, Dave.

• • •

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For every American who wants to move to an "ism" nation, there are thousands who want to leave "isms" to come to America.

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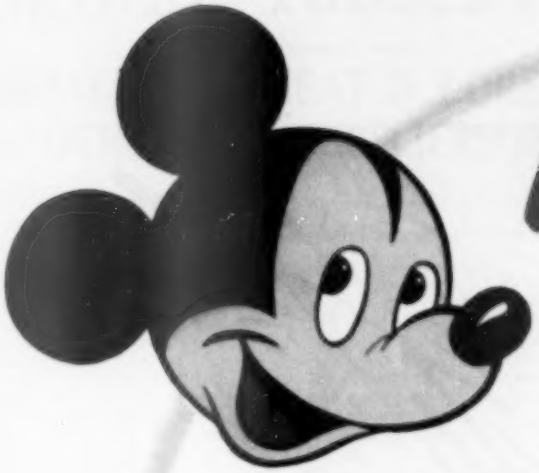

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GENERAL OFFICES MINNEAPOLIS - 2 - MINNESOTA

Fighting Raises Food Supply Question

WOULD NEED WHEAT IF KOREA, OTHER RICE SUPPLIERS FALL

War Fears Push Commodity Prices Up—U.S. Could Use Wheat Reserves for Political Purposes Where Loss of Rice Imports Threatened

Attacks on free Korea by communist forces within that peninsula bring into immediate question the adequacy of world wheat reserves, responsible government officials say. The potential fall of rice-growing Korea indicates a loss of upwards of 100,000 tons of rice to Japan this year. This would have to be replaced by imports of rice from Burma, Indo-China or Siam, if those areas remain within the political orbit of the western democracies.

The major fear now is that the Korean episode might swing Indonesia, Burma, Siam and French Indo-China under communist control, with the result that their rice supplies would flow back into China rather than in normal channels to India, Japan and France.

Wheat Need Seen

Should the western democracies lose control over the rice bowl, it is believed that the Western Hemisphere would be called upon to supply wheat to replace the loss of rice in these rice-importing nations.

Exports of rice from these areas in 1949 were as follows: Burma, 1,300,000 tons; Siam, 1,300,000 tons; Indo-China, 110,000 tons. The Indonesian rice production was about equal to domestic requirements of that nation. Virtually all of the Burma rice exports went to India, while Siamese rice moved in part to Japan and other rice eating areas. French Indo-China rice output was sold to France and its other colonial areas.

Commodity Prices Rise

The market reaction to the news of the Korean outbreak pushed all commodity prices higher. Grain trade observers have been watching the rice bowl political situation warily, seeing in it an intangible factor in grain prices this coming crop year.

With war fears bringing a bullish trend, wheat futures closed 4¾@5¢ higher June 26 at Chicago. At the same time, flour buyers, seeing the bullish turn in the market, showed more interest in making commitments. (See the flour and wheat market reviews on pages 14 and 15.)

While the Korean incident may be sealed off before it can infect the populations of southeastern Asia, the possibility of the loss of the rice bowl supply cannot be dismissed.

Government officials had been looking for higher grain prices in the U.S. prior to the Korean outbreak, but now a higher grain market seems clearly indicated. For one thing, some officials fear that the good crop outlooks in western Europe may be canceled by a return of hoarding on the part of producers if a war scare spreads. This in turn would increase the amounts of wheat that U.S. might be called upon to supply to these nations.

Economic Cooperation Administration officials have reported that they expect to pay higher prices for wheat this year than those prevailing during 1949-50. Expanded demand from western Europe or from areas which in the past have relied on rice supplies from southeastern Asia would be an additional stimulant to a price advance, notwithstanding a domestic U.S. surplus or heavy government holdings.

World Political Use Possible

Heretofore, the U.S. Department of Agriculture has looked on its wheat stocks as a lid on any sensational run-up in wheat prices since they could release stocks on market advances. Now, however, threats of a loss of the rice bowl present another condition. Observers believe that under the current political conditions in the Far East, USDA would be reluctant to use its surplus stocks solely as a price brake on the market and would be more inclined to withhold them in large part for political purposes in areas where danger of a loss of rice imports would bring these nations under Russian domination. Lacking legal authority to impose price control, the administration may decide to conserve its wheat stocks and let price ration the market at least temporarily.

Loss of the rice area with its export potential of 2.75 million tons would add a potential demand on Western Hemisphere wheat supplies of an equivalent tonnage since rice and wheat are at a caloric parity as food. Even when India has been able to obtain its rice requirements from Burma, there has still been an unsatisfied demand for food grains, indicating that in the absence of its rice supply its wheat needs might far surpass the 1.3 million tons of rice it now obtains from Burma.

Any extraordinary Indian demand for grain could be met only in part by sorghum grains. In the case of Japan, the native population has not been able to adjust itself to sorghums as a rice replacement. If cut off from rice supplies, Japan would probably have to be aided with additional wheat.

Other Reactions

A similar market dislocation in fats and oils, which now are in relative balance between supply and effective demand, could occur if the internal affairs in the Philippines deteriorated further. Curtailment of copra production in the Philippines could destroy the fine balance which now exists.

USDA officials do not fear repercussions in the world spice trade which are inherent in the political disturbance in the Far East. These officials point out that the Far East spice supplies normally have been sold in the Western Hemisphere and in Europe. Since no real demand is expected in China, it is predicted that even under Russian domination, spice supplies from the Far East would continue to go to normal markets as a communist-dominated country would still require some monetary exchange to meet other needs.

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No Marketing Quotas Planned for 1951 Wheat

WASHINGTON—With the total wheat supply estimated at only 18% higher than normal supply requirements, Charles F. Brannan, secretary of agriculture, has announced that there will be no quotas on 1951 wheat marketings. However, he declared that there would be acreage allotments for that crop which would be issued later. Under the present law, the Agricultural Act of 1938, as amended, wheat would have to be restricted under marketing quotas if the supply exceeded normal by more than 20%.

The absence of a need for marketing quotas for the 1951 wheat crop was attributed by Mr. Brannan to the willingness of farmers to comply with recommended acreage allotments this year. Continued cooperation in this respect will remove need for wheat marketing quotas in future years, Mr. Brannan asserted.

Sharply out of line with facts as reported by the U.S. Department of Agriculture Wheat Situation Report for May-June, 1950, is the USDA statement on normal supply figures. This latter report estimates normal supply requirements at 700 million bushels for domestic food and estimated exports for 1950-51 of 325 million bushels, plus an allowance of 15%, or 154 million bushels, for reserve.

The USDA wheat situation report, however, says in connection with the export outlook, "Based on present conditions in the important deficit areas of western Europe, and assuming no demands of any extraordinary nature through crop failure or through further restriction of the world trade in food grains, U.S. wheat exports may amount to only about 250 million bushels."

Rail Strike Adds to Trade Troubles Over Growing Shortage of Boxcars

Added to difficulties arising out of the growing shortage of boxcars for the grain harvest movement in the Southwest and the unusual demands on railroads for grain boxcars in the Upper Midwest, 4,000 railroad switchmen on the Chicago, Rock Island & Pacific, Great Northern, Western Pacific, Chicago Great Western and Denver & Rio Grande Western railroads have walked out, causing embargoes on some shipments and closing down some lines entirely.

Minneapolis mills located on the struck railroads this week were making arrangements to truck flour to team tracks of lines still operating. All concerns, including those not on the affected railroads, anticipated difficulty in getting enough empty cars for loading if the strike continues for any length of time.

Pillsbury Mills, Inc., with its mills located on the Great Northern, and Russell-Miller Milling Co., served by both the Great Northern and the Great Western, were directly affected in Minneapolis. International Milling Co., which operates plants in St. Paul, also uses trackage of both lines. Also, Russell-Miller's plants at Grand Forks and Minot, N.D., are located on the Great Northern.

The Great Northern, with only part of its switchmen on strike, has been attempting to move freight but was reported to be having considerable difficulty getting trains made up. Yards are picketed, and nonstriking employees have been refusing to cross picket lines.

General Mills, Inc., with flour and formula feed plants not directly affected, reports that freight movement is being hampered because transfer systems used in some cases involve use of tracks of the struck railroads. However, a good share of the company's freight is moving, traffic officials said. The company's Purity Oats Division plant is located on the Great Northern.

The Commander-Larabee Milling Co. mill in Minneapolis was not directly affected by the strike and shipments were reported satisfactory.

W. L. Harvey, Minneapolis district manager for the Association of American Railroads, said that some delay was arising on northern lines because of the recent advance in the wheat market, Commodity Credit Corp. movement of flax and other grains, and other factors which is putting an unusual strain on boxcar availability, but remarked that no boxcars have been definitely removed from northern lines to meet a shortage in the Southwest. Mr. Harvey pointed out that boxcars being moved to the Southwest have come from eastern and southeastern points.

In the Kansas City area, three grain terminal elevators were shut off by

(Continued on page 16)

Japanese IWA Application Rejected

IMPORTERS, LED BY BRITAIN, BLOCK ENTRY; SPAIN ADMITTED

Ban on Japanese Buying from Australia Was Condition of U.K. Acceptance of Japan; Spain Gets Quota of 100,000 Tons

WASHINGTON—Meeting in London last week, the International Wheat Council killed the Japanese application for membership but accepted Spain as a full participating member starting Aug. 1, 1950, with an annual import quota of 100,000 tons.

The Japanese application was killed by votes of importing nations led by the U.K., which insisted that the Japanese membership be conditioned on a requirement that Japanese wheat imports be earmarked from dollar areas. The U.K. has consistently held to the policy of limiting competitive procurement of wheat from its sterling supply source in Australia. Japan, it was feared, would become a substantial Australian wheat buyer under the pact unless a condition were inserted upon their accession to the pact whereby Japanese supplies would be obtained from dollar wheat areas.

The U.S. delegation supporting the Japanese application for membership opposed any bilateral considerations such as the U.K. proposed but was unable to gain approval for the Japanese membership. Similar objections had been raised last year when Germany was admitted to membership, but the issue was not so tightly drawn as in the case of Japan.

Two-Way Victory

On balance the rejection of the Japanese membership application appears to be a victory within the council for the U.K. On the other hand, the U.S. delegation may have gained a moral victory since it prevented a precedent-setting situation through which importers' requirements might be earmarked from specific exporting nations.

Although Japan was rejected for membership in the pact because its import requirements could not be definitely spotted for purchase from dollar area wheat sources, the Spanish election to membership is said by reliable U.S. sources to be tainted with a "condition" that its procurement would come from dollar area sources.

The Netherlands transferred 75,000 metric tons of its annual import quota to Indonesia starting with the new IWA crop year, 1950-51. Recently Holland had been granted an increased annual quota to cover its purchases for Indonesia but since that latter nation has independent status, the increased Dutch grant has been shifted.

Honduras has been approved for membership in the pact and tentatively assigned an import quota of 10,000 metric tons. Liberia was granted an extension of time to deposit its instrument of acceptance of the pact.

F. Sheed Anderson of the U.K. and Edwin McCarthy of Australia were reelected chairman and vice chairman, respectively, of the council for the 1950-51 wheat agreement year, and the next council session was slated for October of this year.

More Flour Sales Made

The weekly sales report of the IWA disclosed scattered flour sales from the U.S. to Bolivia, Costa Rica, Cuba, Ireland, the Netherlands, the Philippines, Saudi Arabia and the U.K. However, during the same week Canada registered substantially larger sales to Cuba than the U.S. (See table on page 37.)

Potential additional sales of wheat by the U.S. for the balance of the 1949-50 IWA crop year now appear to be limited to relatively small Economic Cooperation Administration financed exports. In this group Greece is the largest potential with an unfilled quota of approximately 2.6 million bushels and the Netherlands next with a balance of about 500,000 bu. Other ECA financed nations such as Belgium, Italy, Ireland and Germany are not expected to take up any large part of their unfilled balances.

Italy has outstanding an ECA procurement authorization for wheat amounting to $6,283,000 and $817,000 for flour yet to be bought. Neither of these commodities represent urgent scarcity on basis of over-all supply but are seen as accommodation authorizations to relieve internal distribution conditions in Italy.

Wheat and wheat flour sales for new crop year are sluggish and scattered. Since the previous report the U.S. has sold an additional 20,000 bu. of wheat as flour to Guatemala and a token quantity to Ecuador. On the other hand, Canada is approximately matching U.S. sales in these nations and has marked up a Cuban sale amounting to 11,480 bu.

On June 19 the USDA announced that the quota for the British Solomon Islands for 1949-50 had been increased to 705 metric tons and June 22, 1950, it was announced that the quota for St. Vincent had been increased to 2,788 metric tons. It was also announced June 22 that the wheat agreement quotas for 1949-50 for the British Colonies of Barbados and Rhodesia had been fulfilled.

Liberia's instrument of acceptance to the agreement has been deposited with the U.S. State Department, and that country is now an active participating member of the agreement effective at the beginning of the 1949-50 wheat agreement year. Liberia's annual quota is 1,000 tons.

—BREAD IS THE STAFF OF LIFE—

ELEVATOR BEING RAZED

BUFFALO—The abandoned Monarch Grain Elevator on the Buffalo waterfront is being demolished to make way for a new housing project.

Continental to Build Elevator on Memphis Site

NEW YORK—Michel Fribourg, president of the Continental Grain Co., has announced the purchase of the Millard properties located in Memphis, Tenn., on Wolf River and North Second Street for the erection of a grain elevator to serve the Memphis area.

The size of the elevator has not as yet been determined, but the new plant will have fast working facilities for loading and unloading by rail, barge and truck.

Headquarters of Continental Grain Co. are in New York, and the firm maintains offices in all leading grain markets in the U.S. and Canada. It operates elevators in all major terminal markets, with the combined storage capacity of over 36 million bushels. Continental also operates a large number of country elevators in Kansas, Oklahoma, Texas, Nebraska and Illinois. The firm is one of the leading grain exporters and maintains offices in all major European countries, Argentina and the Far East.

The purchase of the property was negotiated through Bethel Hunt, Memphis Realty Co., together with Charles M. Crump, Metcalf, Apperson & Crump, attorneys and Harold H. Vogel, vice president of the Continental Grain Co. and manager of the St. Louis office.

Minneapolis Cash Market to Close Six Saturdays

MINNEAPOLIS—The cash market portion of the Minneapolis Grain Exchange will be closed Saturdays through July, it was announced last week. The Milwaukee Grain Exchange also will dispense with cash grain trading on Saturdays during the same period.

Futures trading at Minneapolis, because of the relationship with other futures markets at Chicago and Kansas City, will continue six days a week. The cash markets at the Chicago Board of Trade and the Kansas City Board of Trade will operate as usual during the summer months.

J. A. Bolton, Atwood-Larson Co., president of the Minneapolis exchange, said that the Saturday closing is an experimental move. With late crops in the Northwest, it appears that there may be no problem of heavy grain movement before Aug. 1. The Saturday closings will give a large proportion of grain firm employes the benefits of a shorter week.

Mr. Bolton noted the present difficulties of handling cash grain on Saturdays because of skeletonizing of mail service, limiting of railroad services, closing of banks and the closing of many consuming industries farther east.

Kansas Commercial Grain Bins 59% Full Before New Harvest

TOPEKA, KANSAS—Kansas commercial storage plants were 59% filled with 103 million bushels of grain June 1 this year, according to the U.S. Bureau of Agricultural Economics and the Kansas State Board of Agriculture in cooperation with the Production and Marketing Administration. Commercial capacity for bulk storage of grains in Kansas totaled 174 million bushels as of June 1, an increase of 13% or 20 million bushels from June 1, 1949, and 32 million bushels from two years ago.

With grains including wheat, oats, barley, rye, sorghum grain, flax, soybeans and corn (shelled) occupying 59% of the commercial bulk capacity, about 71 million bushels were available for working space and for storing new crop grains. There has been some additional movement of grain from commercial plants since June 1.

There were also 14 million bushels of new capacity under construction which is not included in the total of 174 million. Of this new construction, 8½ million is scheduled for completion during June this year and another 2 million is expected to be completed during July. In addition, a project under supervision of the County PMA Committees to erect about 19 million bushels of Commodity Credit Corp. bins is in progress; about 15 million bushels of these bins have already been erected. Buildings used for temporary commercial grain storage at air-bases, former Army camps, railroad shops, etc., have not been included in this survey.

The total June 1 capacity of 174 million bushels includes the bulk storage of interior mills, elevators and warehouses, terminal plants and merchant mills. This figure represents the total rated capacity for these storage plants which includes working space.

Counties with large terminal facilities rank highest in total commercial storage space. Wyandotte County ranks first with 26 million bushels; Sedgwick is second with 25 million; Reno third with 22 million; Saline fourth with 6½ million, and Ford fifth with 5 million. These five counties had 49% of the total Kansas bulk capacity or 84½ million bushels June 1 this year. Commercial storage facilities in these five counties were 71% filled with 60 million bushels of grain which represented 59% of the total stocks in commercial plants in Kansas.

The following table shows commercial capacity, stocks and space available in Kansas in thousand bushels:

District	Total bulk storage	Total grain stocks June 1, '50	Available space for new crops June 1, '50
Northwest	[illegible]	[illegible]	[illegible]
W. Central	[illegible]	[illegible]	[illegible]
Southwest	[illegible]	[illegible]	[illegible]
North Cent.	[illegible]	[illegible]	[illegible]
Central	[illegible]	[illegible]	[illegible]
South Cent.	[illegible]	[illegible]	[illegible]
Northeast	[illegible]	[illegible]	[illegible]
E. Central	[illegible]	[illegible]	[illegible]
Southeast	[illegible]	[illegible]	[illegible]
State total	[illegible]	[illegible]	[illegible]

Higher Test Weight and Protein Characterize New S. W. Wheat Crop

OKLAHOMA CITY—Higher test weights and protein content are characteristic of the new southwestern hard winter wheat crop in the areas of harvest from which receipts have come so far, the Southwest Cereal Chemists Crop Reporting Committee said in its first analysis of the 1950 crop. The committee's initial meeting of the year was held in Oklahoma City June 21.

Practically all wheat harvested to date is averaging better than 60-lb. test weight per bushel and, except in instances of high moisture, is grading No. 1. If this higher test weight becomes characteristic of the entire crop area, it will be a welcome feature to the miller after the past year of low test weight wheats, the committee said.

Protein content in the Texas-Oklahoma area is much higher this year, ranging from 11 to 17%, averaging about 13.50%, which is approximately 1.5 to 2% above last year's average.

Percentages in south central Kansas, normally a relatively low protein area, are also up, but not averaging quite as high as Texas or Oklahoma.

These figures for the southern areas are substantiated by reports from the Enid (Okla.) Board of Trade, reporting an average protein of 12.92%, ranging from 11 to 15.75% on 5,000 cars of new wheat.

As the crop moves into central Kansas there is a trend toward lower protein in the few reported harvesting, some as low as 10%. Some reports from a section just west of the very center of the state are showing 11 to 12.50% protein, which could indicate higher protein as the Kansas crop moves westward.

Based on experimental milling results, milling characteristics have been good, compared with last year. Some wheats are not showing flour yields that could normally be expected from higher test weight wheats, but this feature may be attributed to thicker bran coating.

Ash content of experimentally milled flours from Texas through south central Kansas varies considerably, and is averaging as high as the high ash content of last year's flours. Apparently the high protein deposit is associated with a high mineral content. Whether the better milling properties will influence ash content of commercially milled flours is not yet known, nor what effect wheats originating farther north may eventually have.

The average over-all baking characteristics of wheats from the areas under discussion are largely influenced by wheat varieties. Early maturing varieties and certain other varieties also having short, critical, mixing properties, predominate in this section. The added protein has materially improved the baking characteristics of these varieties. Those varieties inherently more tolerant to mechanical development are showing up good in laboratory bakings. Available baking data are too limited and not enough wheat has been tested for the committee to attempt a more detailed baking report at this time. Much depends on the characteristics of wheats from the western third of Kansas, as well as northern Kansas, Nebraska and Colorado. In general, the committee so far is pleased with the baking characteristics of the acceptable varieties of new wheat.

With the crop movement practically over in Texas and beyond the peak in Oklahoma, it had just reached the Wichita-Hutchinson area, June 21, with only a few scattered cuttings in central Kansas. It will be several days before any wheat is harvested in north and western Kansas and still later in Colorado and Nebraska.

At the next meeting, to be held June 28, the committee will have more information on other new wheat characteristics, and will release findings on additional areas.

The Southwest Cereal Chemists Crop Reporting Committee, consisting of 24 members chosen from various sections of the Southwest, represents the entire hard winter wheat area from Texas through Nebraska, and westward to the Rocky Mountains. The membership is anonymous, has no direct affiliations, and establishes its own by-laws, adopting whatever policies necessary to release factual information as expediently and efficiently as possible.

—BREAD IS THE STAFF OF LIFE—

Disney Figures Romp on Cotton Bags

KANSAS CITY—Famous Walt Disney characters are now appearing on "Ken-Print" cotton bags for flour produced by the Percy Kent Bag Co. Richard K. Peek, president of the bag manufacturing company, said that special arrangements had been concluded with Walt Disney Productions for the exclusive right to print on quality cotton materials copyrighted Walt Disney characters in designs created for the bag company by the Walt Disney studios.

Mickey Mouse, Donald Duck, Pluto and other members of Walt Disney's rollicking crew are available in a variety of designs and colors. Walt Disney Ken-Prints also will be available in all standard bag sizes that bring cotton material ready to cut into sun-suits and rompers for youngsters or dress-ups for the home.

Percy Kent is also featuring Walt Disney Ken-Prints in its ready-to-use apron bags—complete with drawstring and attractive ruffled top.

The merchandising appeal of the Walt Disney characters is the newest addition to the extensive line developed by the Percy Kent Bag Co. in the design and manufacture of print cotton bags of the container and premium combination type for a wide variety of products. It is estimated that a majority of the prize-winning garments shown at county fairs are now made of print materials from flour and feed bags.

COMMANDER-LARABEE FIRM PROMOTES W. L. RAINEY

MINNEAPOLIS—W. L. Rainey, chief chemist for the Commander-Larabee Milling Co., has been promoted to the position of vice president and technical director. Announcement of the promotion was made June 27 by Ellis D. English, president of the company.

Mr. Rainey has been connected with the firm for 28 years and has held the title of the chief chemist since 1932. He is a member of the technical advisory committee of the Millers National Federation and the methods committee of the American Association of Cereal Chemists and the American Association of Official Agricultural Chemists.

W. L. Rainey

He is a native of Kansas and was graduated in 1919 from Wichita University, with a degree in chemistry.

Mr. Rainey is an active member of AACC and has held various offices in the association.

—BREAD IS THE STAFF OF LIFE—

BROR W. UNGE MEETS ECA ADMINISTRATOR

WASHINGTON—As one of 15 field counselors of the Economic Cooperation Administration called to Washington for a conference, Bror W. Unge, manager of the foreign department of the City National Bank and Trust Co., Kansas City, met with Paul Hoffman, ECA administrator, June 23. Mr. Unge discussed some of the difficulties currently impeding export trade in flour and wheat.

C. M. Hardenbergh

C. M. Hardenbergh Retires as Head of Commander-Larabee

MINNEAPOLIS—Clarence M. Hardenbergh, chairman of the board of the Commander-Larabee Milling Co. here and a director of Archer-Daniels-Midland Co., Minneapolis, has retired effective June 26.

Mr. Hardenbergh, who was 70 years old June 23, is a veteran of 47 years in the milling industry. A graduate of the Massachusetts Institute of Technology, where he majored in mechanical engineering, Mr. Hardenbergh joined the Northwestern Consolidated Milling Co., Minneapolis, in 1903. Later he became superintendent and then assistant to the general manager of the company, a subsidiary of the Standard Milling Co.

Mr. Hardenbergh went to Kansas City in 1911, where he became manager of the Southwestern Milling Co., also a subsidiary of the Standard Milling Co. He became manager of the firm and then was named president of the Southwestern company in 1928.

In 1926 Mr. Hardenbergh was elected president of the Kansas City Board of Trade, the second miller to hold that position. He also served as president of the Kansas City Millers Club.

In 1929, Mr. Hardenbergh joined Commander-Larabee, a division of Archer-Daniels-Midland. During the next 18 years he served as vice president in charge of production and as executive vice president.

He was named president of the Commander-Larabee Milling Co., Sept. 1, 1947, and two years later was elected chairman of the board.

His civic activities in Minneapolis include a position as member of the board of Wells-Memorial Settlement House, and as a member of the board and secretary of St. Barnabas Hospital.

—BREAD IS THE STAFF OF LIFE—

FALL MEETING PLANNED BY NEW ENGLAND BAKERS

BOSTON—The fall convention of the New England Bakers Assn. will be held at the Statler Hotel in Boston Nov. 12-14. Robert E. Sullivan, 51 Exeter St., Boston, is secretary of the group.

U.S. to Plug Freight Tax Loophole

EXCISE AVOIDED BY SHIPPERS MAKING PAYMENTS IN CANADA

Congress Expected to Clarify Situation in New Tax Measure—Bill Calls for Cut in Transportation Tax from 3% to 1½%

WASHINGTON—The U.S. Treasury Department has asked Congress to close the gap in federal excise tax laws which has been permitting U.S. shippers to bypass the 3% transportation tax by making payments in Canada even though the entire transportation is between points in the U.S.

The defect in the law from the government's standpoint arises from the fact that the charge only applies to the payment of freight bills and does not apply to the freight service rendered the shipper. The defect was not evident during the war, when both Canada and the U.S. levied transportation excise taxes, but when Canada recently dropped the tax an opening was made for payments in Canada in U.S. funds to the carriers involved.

The treasury department has asked the closing of this avenue of tax avoidance by including in the pending tax bill a statement that the tax is due and payable for services rendered.

The House of Representatives begins its debate on the new tax bill this week, and it is possible that the House may clarify the transportation tax payment situation before final action is taken on the overall tax measure.

Transportation Tax Cut

The bill as introduced in the House reduces the federal excise tax from 3% to 1½%.

The recent decision by the U.S. Treasury Department stating that the 3% U.S. transportation excise tax is not payable if a bona fide employee of an actual shipper makes payment for the transportation of property in Canada, even though the entire transportation is between points in the U.S., attracted considerable attention in the flour and grain trades.

A recent decision by the U.S. Treasury Department stating that the 3% U.S. transportation excise tax is not payable if a bona fide employee of an actual shipper makes payment for the transportation of property in Canada, even though the entire transportation is between points in the U.S., is attracting considerable attention in the flour and grain trades.

Fred S. Martin, acting commissioner of internal revenue, U.S. Treasury Department, made the ruling April 11, 1950, in a letter (file MT: M:CTD) to Fred H. Tolan, Northwest Fish Traffic Committee, Seattle. The department had been asked if the transportation tax would apply if freight bills rendered in the U.S. were physically taken from Seattle to Vancouver, B.C., and paid in person direct to a railroad at Vancouver.

The Bureau of Internal Revenue ruled: "If a bona fide employee of the actual shipper (of fish) goes to Canada in person and there makes payment for the transportation of property, the tax will not be owing on account of such payment in Canada."

Legal authorities of various U.S. railroads have since interpreted the ruling to apply to any property transported by railroad or truck line when the entire transportation is between points in the U.S.

Stipulations Listed

Certain stipulations have been attached to the ruling. Freight shipments between points in the U.S. which do not touch Canada enroute from origin to destination, whether carload or less-than-carload, if paid in Canada by an actual employee of the shipper or receiver to a receiving agent of the railroad or truck line involved, in Canada, within the time limit for payment of the freight bill according to the credit rules of the Interstate Commerce Commission, will be a legal avoidance of the 3% transportation tax and will not be an illegal evasion of tax.

Payments must be made in U.S. funds, payments must be made by a true employee of the shipper or receiver, and "runner" service for the express purpose of paying bills for several firms is not allowable.

Furthermore, payments must be made to a bona fide agent of the carrier involved, thus mailing payments from Canadian cities is not allowable.

It is understood that effective the first of June many large shippers in the Northwest and Upper Midwest began to take advantage of the new ruling, particularly produce and lumber firms, and the grain and flour trade was moving to take advantage of it wherever possible.

Railroads' Instructions

Auditors of some railroads have instructed their general agents that they may accept payment of freight bills rendered in the U.S. and tendered to the railroad's agent in Canada for payment under the following restrictions:

Payment must be made in U.S. funds: U.S. currency or checks, or drafts payable in U.S. funds drawn on U.S. or Canadian banks.

Payment must be made in person by the shipper or consignee or by a bona fide employee of the shipper or consignee.

A bona fide employee may be a resident of Canada to whom freight bills have been mailed for presentation to a railroad's Canadian agent, or he may be an employee who takes the check or money order from the U.S. for presentation to the Canadian agent. He must act as a representative of only one U.S. firm if employed solely for the purpose of paying transportation charges.

In most cases the person making the payment must execute a certificate stating that he is either the actual shipper or consignee or a bona fide employee of the shipper or consignee, otherwise the 3% transportation tax will be collected by agents in Canada receiving payments of transportation charges.

Research on Staling of Bread Broadened Under USDA Program

WASHINGTON—New studies on the causes and prevention of staling in bakery products are being undertaken by the American Institute of Baking, as a part of the U.S. Department of Agriculture's continuing research into the staling problem, the department has announced.

The enlarged program will be carried out under Supplement II to a research contract financed through provisions of the Research and Marketing Act of 1946. Since the work lies primarily in the field of chemistry, it is being administered by the Bureau of Agricultural and Industrial Chemistry's Northern Regional Research Laboratory at Peoria, Ill., in cooperation with the Production and Marketing Administration of the Department of Agriculture. The PMA directly supervises other phases of research on the bread staling problem which are being investigated by the AIB.

The objectives of the new work now announced are to determine the role and effect of the various components of wheat flour on the development of staleness. The investigations will be specifically directed toward the determination of the effect that starch, gluten, water solubles and other fractions of the flour have on this economically important problem.

Work under the new contract will retain the services of the Baking Industry Research Advisory Council which includes most of the top scientists directly connected with the baking industry. The laboratory work will be carried out by the AIB in Chicago.

A more fundamental study of bread staling will be possible with the enlarged program under Supplement II, according to Dr. William B. Bradley, scientific director of the AIB, and it is hoped that the actual cause of staling can be determined.

"Only when the actual cause of staling has been established can it be defined in scientific terms," he said. "At the present time staling must be defined in terms of consumer acceptance and is measured subjectively or by arbitrary methods which may or may not correlate with the changes in bread which are responsible for the phenomenon known as staling."

Dr. Bradley further stated that the laboratory personnel who have conducted the investigation thus far under the contract with the Department of Agriculture will continue the investigation as outlined under Supplement II.

MEETING ON NEW WHEAT SET FOR SEPT. 25 IN K.C.

KANSAS CITY—Sept. 25 has been selected as the date for the annual joint meeting of the Midwest Bakers Allied Club, Kansas City, and the Kansas City section of the American Association of Cereal Chemists. These two organizations annually sponsor a conference on the baking qualities of new crop hard winter wheat flours.

COTTON GOODS INDEX 17.18

Bemis Bro. Bag Co.'s cotton goods index, a composite figure reflecting wholesale price of principal cotton cloth used in bag making expressed in cents a yard of cloth, is 17.18, compared with 16.02 a year ago. The Bemis composite figure reflecting duty paid for early shipments from Calcutta of lightweight and heavyweight burlaps expressed in cents a pound of cloth is 25.25, compared with 22.51 a year ago. The current index is based on Calcutta ceiling prices plus a permitted 5% commission.

Congress Completes Action on Amendment to Charter of CCC

WASHINGTON — Congress completed action this week on the amendment to the Commodity Credit Corp. charter after the Senate, in a close vote of 36-35, adopted the conference committee report on this measure.

Primarily the amended charter increases CCC borrowing authority to $6.75 billion.

It also amends Section 22 of the Agricultural Adjustment Agency act in regard to checks on imports of agricultural commodities where excessive arrivals of foreign-produced supplies would threaten to impair the operations of domestic price support programs, soil conservation measures or marketing agreements and orders put on domestic crops.

The amended bill as approved by Congress authorizes the Secretary of Agriculture to initiate investigations of agricultural imports and to report to the President, who in turn can call for a tariff commission study and act at his discretion on the commission's final report. The amended Section 22 would not be effective in regard to treaties or trade agreements now in effect but in future negotiations of agreements or treaties an escape clause would be provided whereby import restrictions or higher duties might be imposed if the tariff commission recommended them and the President decided that it was advisable to follow their recommendations.

The USDA which has been holding up the issuance of price support program announcements on wheat, coarse grains, the oilseed crops and hogs is now expected to act this week on some of these items, particularly wheat and coarse grains.

Grasshopper Bran Purchased at $44.25-49.50 Ton

DENVER—The U.S. Bureau of Entomology announced the purchase June 21 of 4,600 tons of bran for use in grasshopper bait. The bran is to be shipped from mills the weeks of June 26, July 3 and July 10.

Prices paid ranged from $44.25 @ 49.50, basis Kansas City. The wide spread was attributed to the varying shipping periods and to the fact that some sales were made on the basis of used bags while the others were for shipment in new bags.

Paul C. Worth, director of the grasshopper division, said that it was uncertain as to how much more bran the agency would buy this year. Recent cold weather in the Wyoming area has retarded the grasshopper season and it cannot be determined at the present time how serious the invasion will be this summer. He intimated that future buying might be hand-to-mouth because of the storage problem.

Among the awardees were the following: George Hoyland Co., Kansas City, 360 tons, $49.50, Kansas City; Iamert-Hincke Milling Co., Kansas City, 300 tons, $46.50 Kansas City; General Mills, Inc., Oklahoma City, 60 tons, $47, Amarillo, and 300 tons, $48.60, Oklahoma City; General Mills, Inc., Minneapolis, 360 tons, $44.25, Kansas City; Colorado Milling & Elevator Co., Denver, 60 tons $49.50, Denver; Tri-State Milling Co., Rapid City, South Dakota, 150 tons, $50, Rapid City; Standard Milling Co., Chicago, 60 tons, $49, Kansas City, Kansas. Rodney Milling Co., 1,050 tons, $47.15, Lincoln; Chadron (Neb.) Milling Co., $49.20, Chadron; Blair Milling Co., Atchison, 60 tons, $48, Atchison; Commander-Larabee Milling Co., Minneapolis, 840 tons, $45 Kansas City, Hutchinson or St. Joseph; Flour Mills of America, Inc., 450 tons, $46 Kansas City, 450 tons, $47, Kansas City; Toomey's Mill, Newcastle, Wyo., 40 tons, $57, delivered, Gillette, Wyo.

Equal amounts were for shipment next week and the following week, and approximately 17 cars were for shipment the week of July 10.

—BREAD IS THE STAFF OF LIFE—

Oleo Tax Repeal May Boost Bread Consumption

WASHINGTON—The consumption of bread and other bakery products may be increased with the repeal of a federal 10¢ lb. tax on colored oleomargarine. The oleo industry is readying a large advertising campaign to promote the increased use of colored oleo and inform the public that colored oleo will be 10¢ lb. cheaper after July 1.

Some of this advertising will show colored oleo being used with bakery products; it is felt that stressing the economy of the two products in conjunction may increase the consumption of both.

However, 40% of U.S. residents are still prevented from buying colored oleo by state law.

The sale of yellow or butter-colored margarine is still prohibited by state law in Vermont, Connecticut, New York, Pennsylvania, Delaware, Michigan, Illinois, Wisconsin, Minnesota, Iowa, South Dakota, Montana, Wyoming, Washington and Oregon. A 20¢ lb. tax in North Dakota virtually bans the product in that state.

The Commodity Credit Corp. is committed to buy all the butter creameries can make at 60¢ lb. wholesale, regardless of whether a market can be found for it; butter cannot be sold by CCC at less than the 58-62¢ paid for it.

Most of the dairy states have laws taxing uncolored oleo, which is expected to be an additional block to the acceptance of the product in either colored or uncolored form.

However, oleomargarine interests are going to make the most of their tax victory to claim a bigger share of the market. Big advertising campaigns are ready for release in those states where colored oleo can be sold at a 10¢ price reduction because of the removal of the federal tax.

—BREAD IS THE STAFF OF LIFE—

Bakery Workers' Strike Ends in Denver

Denver's 28-day bakery strike ended June 20 with the execution of a three-year contract between the bakery workers' local union and the 11 wholesale baking plants involved. Members of the union voted to accept the new contract, which provides for wage increases of 5¢ immediately, 3¢ in 1951 and 3¢ in 1952. The strike idled about 300 bakers and approximately the same number of bakery truck drivers. Picket lines established by the bakers' union were observed by the drivers until the day before the strike ended when the local bakery drivers' union decided to return its members to work. The strike settlement ended possible trouble between the two unions over the picket line violation.

With the new contract, the bakers also won two-week vacations after three years of service. Previously they earned two-week vacations only after five years' service. Bakery truck drivers benefit under the terms of the contract. The drivers had tentatively agreed June 10 to a 10¢ hourly wage increase spread over a three-year period, but the contract signed June 20 will give them an 11¢ raise in the same period.

During the duration of the strike, which began May 23, bakery officials and nonunion help produced bread for grocers who picked it up at the plants.

Toledo Strike Ends

Workers in four major Toledo bakeries ended their strike June 21 and returned to work. The bakers voted to return for a pay increase of 10¢ an hour, after originally asking a 15¢ hike. The strike, involving 220 workers, had halted production of about 65% of the baked goods consumed in the Toledo area, but increased schedules at bakeries not affected by the strike avoided serious bread shortages. Closed for the three days of the strike were the plants of the Continenal Baking Co., General Baking Co., Jersey Bread Co. and Purity Bakeries, Inc.

Meanwhile, in St. Louis negotiations to end the two-week-old strike of 1,200 bakers against 17 wholesale bakeries were interrupted late June 21 when union officials objected to discussions while two injunctions against them are in effect. The injunctions were issued in Springfield, Mo., and forbade the bakers' union local from continuing to picket two bakeries there which are operated by two of the bakeries against which the union is on strike in St. Louis. There is no strike in Springfield, but strikers from St. Louis picketed the plants there to induce union bakers to stay away from their jobs.

5¢ Hike Offered

A. W. Lantz, chairman of the St. Louis Bakery Employers Counsel, said the union leaders' objection to negotiating because of the injunction was a "complete surprise and the action could prolong the strike considerably." He said agreement had been reached on several matters but the union's demand for a 10¢ hourly wage increase, plus an additional 10¢ an hour for night work, still was standing in the way of settlement. The companies have offered an increase of 5¢ an hour.

Meanwhile, 87 food stores operated by the Kroger Co. were closed June 22 for the duration of the strike, throwing about 900 nonstriking store employees out of work. The closings were ordered after bakers' pickets prevented supplies from being moved to the stores from the company's warehouse. The Kroger Co. is the only one of the 17 bakeries which has retail stores.

No shortage of bread was reported in the Seattle area despite the strike against wholesale bakeries there. About 70% of the bakers in the area are reported to be working for independent bakeries not involved and bread was being shipped into the city to supplement the local supply.

The Seattle Bakers Bureau, representing employers, filed a suit against the bakery workers' union and its officers seeking $20,000 a day damage charging the union broke its contract by failure to give 60 days' notice of contract termination. The union also faces charges of unfair labor practices filed by the industry with the National Labor Relations Board.

In Los Angeles, the strike affecting 25 wholesale plants continues. Robert S. Callender, speaking for the Baking Industry Council, said, "The strike could last for months if the union continues to insist of a 35-hour week."

C. Frederick Mueller

FOLLOWS TRADITION—C. Frederick Mueller, executive vice president, C. F. Mueller Co., Jersey City, N.J., recently elected president of the National Macaroni Manufacturers Assn., is the third member of the Mueller family to hold this position. Preceding him were his father, Christian Mueller, and his uncle, Henry Mueller.

H. V. NOOTBAAR SETS UP SAN FRANCISCO OFFICE

SAN FRANCISCO—H. V. Nootbaar & Co., grain and feed concentrate brokerage, has announced the removal of its Oakland office to San Francisco, effective June 26. It is felt that the move will give the company a closer relationship with the trade and allow greater assistance to its contacts.

The new quarters of the firm will be in the Merchants Exchange Building, 465 California St., San Francisco. The new phone number will be YUkon 2-5022.

The company will continue to maintain its home office in Pasadena, Cal.

—BREAD IS THE STAFF OF LIFE—

EVEN NUMBER

An ear of corn always has an even number of kernel rows.

Texas-Oklahoma Wheat Variety Map Shows Shifts in Past Year

OKLAHOMA CITY—The Texas-Oklahoma Wheat Improvement Assn. has issued its 1950 buying guide and map for flour millers. The survey shows a continued shift to acceptable varieties of wheat. A large portion of the wheat growing area of the two states now has more than 90% of acreage in desirable varieties of wheat.

The principal acceptable varieties are Comanche, Westar, Wichita and Triumph. The early maturing varieties, Wichita and Triumph, have reached the peak of their popularity with farmers, according to Keats Soder, director of the Texas-Oklahoma Wheat Improvement Association.

The mid-season varieties, Comanche and Westar, which are stronger in gluten characteristics, have made the best yields the last two years. Several mills have a standing offer of 10¢ over the current market for pure Comanche for milling purposes, and seed buyers are bidding higher for Comanche than for any other variety, proving its popularity with growers, Mr. Soder reports.

There is more early interest in wheat seed this year than ever before, Mr. Soder said. Hundreds of thousands of bushels are being bought direct from the combine and trucked long distances. Westar seems to be second in demand and Wichita third. Triumph is in such ample supply there is little or no premium being offered for seed of this variety unless the seed is registered or certified.

Now that Red Chief and Early Blackhull have about disappeared, the Improvement Association plans to turn its spotlight on the mellow-gluten, early wheat, Mr. Soder announced. These varieties have a place in the earliest maturing areas where there is danger of hot winds, but Comanche and Westar have a stronger gluten quality.

PRICE REDUCTIONS STIMULATE SPRING WHEAT FLOUR SALES

Discounts Offered for Nearby Contracts; Large Southwestern Business Pending as Peak of New Crop Movement Approaches; PMA in Market

Improved flour sales are reported by spring wheat mills this week, with business in the Southwest reduced slightly. Large-scale buying of new crop hard winter wheat flour is still pending, with activity expected when the harvest movement reaches its peak next week and its impact can be measured in terms of wheat costs. Spring wheat mills offered substantial price reductions last week, particularly for June-July shipment. The decline occurred at a time when order backlogs on mills' books and inventories of bakers were at very low levels. Sales of this type of flour more than doubled the previous week's total. Buying of springs tapered off when quotations were hiked late June 26, although the advance in wheat that day caused some baking concerns to purchase southwesterns.

PMA AGAIN BUYS CLEARS FOR EXPORT

The Production and Marketing Administration this week is buying 106,000 sacks of clears for July 20 shipment from mills. Just last week the agency bought 47,000 sacks of the same grade. Other export business is slow. Some additional new crop sales have been made in Latin America, but Canadian mills appear to be getting a larger share of the trade, particularly with Cuba. Denmark purchased a few scattered lots, and Italian buying of 9,000 tons of flour is still pending. The PMA is expected to announce that it will withdraw from further purchases of flour, leaving transactions with foreign nations to be handled privately.

ACTIVE BUYING INDICATED IN S. W.

The bakery flour market in the Southwest is on the brink of an active period of sales, depending on the values wheat retains when the harvest movement reaches its peak around July 4. Some buyers entered the market June 26 when hostilities in Korea caused the wheat market to advance sharply, but by the close that day the activity had not developed into a full-scale buying wave. Sales last week averaged 66% of capacity, compared with 71% the previous week and 77% a year ago. Wheat prices have been surprisingly steady in the Southwest, and the Texas and Oklahoma movement is about finished. Selling by mills in that area has not increased as much as had been expected. Premiums are still asked on 120-day shipments, with discounts in effect for immediate business. Most of the sales last week were priced date of shipment.

SPRING MILLS' SALES TOTAL BOOSTED

Sales by spring wheat mills averaged 93.5% of six-day capacity, compared with 42.8% the previous week and 37% a year ago. Price reductions were put into effect toward the end of the week, with additional discounts for June-July shipment. As a result, bakers booked substantial quantities to fill in their requirements through next month as inventories had reached extremely low levels. Orders on mills' books also had dwindled to one of the lowest points on record. As the wheat market advanced June 26 flour price quotations were hiked and buying tapered off. Mill operations were stepped up to 75% of capacity last week, compared with 63% the previous week.

DISCOUNTS BOOST EASTERN SALES

Price reductions at New York enabled mills to secure a considerable number of sales to bakers whose stocks were running low. Purchases were in one and two car lots, with directions accompanying the orders in many cases. The discounts were for June-July, so no long range commitments were made and the total business was said to be only moderate.

Flour buyers at Boston took only fill-in lots, and the total volume of business was small. Most buyers felt that as pressure of new crop wheat marketing mounts, sharply reduced flour prices will be posted. As a result, they are very cautious in current commitments. Inventories are low.

At Philadelphia mill representatives are optimistic over the prospect of an early revival in flour demand, but up to last week no signs of a pick-up were apparent. Bakers have allowed stocks to dwindle and few contracts are on mills' books. Any good-sized price decline would touch off considerable buying, it is believed.

Sales expanded in the Pittsburgh area, with most of the business in southwesterns. Family, spring wheat bakers and cake flours were sold only in small lots. Buyers continued to keep a close watch on price trends.

BUSINESS QUIET IN CENTRAL AREA

The flour market continued quiet at Chicago. No improvement in interest was noted, and buying was confined to scattered small lots for nearby shipment. Deliveries were only fair. Family flour trade also was light, with directions off.

The bulk of sales by mills in St. Louis are for prompt shipment, with buyers continuing to wait for new crop developments. Elsewhere in the central states, only June delivery business is reported. Prompt shipment prices are at a discount under July, and neither buyers or mills are anxious to sell at these levels. Shipping directions are fair.

STRIKE LIMITS PACIFIC N. W. TRADE

At Seattle, the bakery strike has dried up demand for bakery flour. Sales of biscuit and other types of family flour at the retail level were said to have increased considerably, although the lack of bakery buying is keenly felt by mills. Some Philippine business was indicated, however, and the trade was not as discouraged as might be expected bacause of the strike.

FLOUR PRODUCTION SHOWS A DECREASE

Flour production shows a decrease of 32,404 sacks from the preceding week. Output of the mills reporting to The Northwestern Miller, representing 72.7% of the total flour production in the U. S. during November, the latest month for which census figures are available, amounted to 2,911,936 sacks compared with 2,944,340 in the previous week and 3,077,130 in the corresponding week of a year ago. Two years ago the figure was 3,624,421 and three years ago 3,750,910 sacks. There was an increase of 44,000 sacks in the Northwest over a week ago, 7,000 in Buffalo and 8,000 in the North Pacific Coast while production declined 2,000 sacks in the Southwest and 89,000 in the Central and Southeast.

Detailed reports of sales activity in the principal flour markets in the U.S. will be found on page 37.

Scattered Buying of Semolina Noted as Forward Booking Interest Grows

Sales of semolina improved as manufacturers of macaroni and noodle products displayed considerable interest in bookings for 60 to 90 days ahead. Encouraged by substantial price reductions, the manufacturers bought fair amounts to fill their future needs. Buying was scattered, however, rather than general.

The premium basis on fancy milling quality wheat skidded last week, permitting mark-downs in semolina quotations. A stronger turn was evident early this week, however, and premiums advanced 1¢ from the low point of last week to 10¢ over the July future.

Demand for macaroni and noodles was reported better as grocers began replenishing depleted inventories. Sales were said to be better, partially because of high meat prices.

Operations of durum mills were stepped up slightly last week as directions improved. Running time is better than a year ago at this time. A number of eastern manufacturing plants plan vacation shutdowns soon, a factor which probably will reduce shipments in the next few weeks.

Quotations on standard semolina June 26 ranged $5.50@5.65, although at that time a stronger tendency in the wheat market indicated higher prices will prevail this week. Reports from the wheat growing areas are mostly favorable.

Durum wheat prices delivered at Minneapolis, June 23, were as follows:

Fancy 1 HA Amber or better	[illegible]
Choice 1 Amber or better	[illegible]
Choice 2 Amber or better	[illegible]
Medium 1 Durum or better	[illegible]
Medium 2 Durum or better	[illegible]

DURUM PRODUCTS OUTPUT

Durum products output as reported to The Northwestern Miller by mills representing approximately 100% of the total U.S. durum capacity, in sacks with comparative percentage of capacity based on six-day week:

	No. mills	5-day wk. capacity	Wkly production	% of capacity
June 18-24	[illegible]	[illegible]	[illegible]	[illegible]
Previous week	11	[illegible]	*[illegible]	64
Year ago	11	[illegible]	[illegible]	[illegible]

	Crop year production
July 1, 1949-June 24, 1950	[illegible]
July 1, 1948-June 25, 1949	[illegible]

*Revised.

MILLFEED MARKETS MAKE NEW ADVANCE

Nearby Demand Coupled with Forward Interest Hikes Values $1.50@2 Ton

Steady demand for nearby millfeed plus interest in forward bookings improved prices $1.50@2 ton during the past week. Considerable interest in purchases for as far ahead as October at discounts of $2 ton under the current market was reported.

Formula feed business in the Northwest was rather spotty, with some concerns reporting a minor slump from recent high volume and others noting a moderate increase.

Feed manufacturers who stress turkey feed business appear to be faring better than others since demand for turkey rations continue to expand. Cheaper types of dairy feed are moving slowly, but sales of concentrates are holding up fairly well.

The index of wholesale feedstuffs prices for the country as a whole, compiled by the Production and Marketing Administration stood at 229.5 as of June 20, about unchanged for the week. The feed grain index was 200.7, up 1 point from the previous week.

Uncertainties in the price picture apparently are causing many dealers to limit their inventories, and some manufacturers report that order backlogs have fallen off considerably.

A mild surge in hog feed demand offset minor declines in some other types of feed, and formula business in the Southwest continued at a very good pace. Producers are watching their feeding ratios closely, and dealers are holding inventories down, but market factors have been favorable this spring and some production records have been marked up as a result.

June is turning out to be another high volume month for most mills. Some indicate production may exceed May, a record month in many instances.

Demand was slow to fair for dairy and cattle feed because of good pasture conditions. However, a big boost in hog feed business was noted by some plants which are intensifying sales campaigns. Chick feed sales are rapidly declining, but the volume was more than made up by feeding requirements of growing broilers and turkeys and by a fairly steady demand for laying mashes.

Millfeed production by mills in the Northwest, the Southwest and at Buffalo, representing 75% of the combined flour milling capacities of those areas amounted to 44,493 tons last week, according to figures compiled by The Northwestern Miller. Production for the current week compares with an output of 43,154 tons in the week previous and 47,484 tons in a similar period a year ago. Crop year production to date totals 2,509,243 tons as compared with 2,713,092 tons in the corresponding period a year ago.

FARM SAFETY WEEK

July 23-29, 1950, has been announced as National Farm Safety Week by Charles F. Brannan, secretary of agriculture.

Wheat Advances on News of Fighting in Korea

Speculative Buying Develops June 26; Spring Mills' Hedging Boosts Minneapolis Market

Wheat futures prices show substantial increases over the levels of a week ago, with the greater part of the gains accomplished June 26. Speculative buying touched off by the fighting in Korea pushed wheat values up sharply, and closing quotations that day were 5@6½¢ above those of a week earlier. In the Minneapolis market another factor which helped push values up was considerable buying of hedges against substantial flour sales by spring wheat mills. At Kansas City and Chicago, where the expected harvest movement downturn apparently was under way toward the end of last week, the reversal was due almost entirely to the war news.

Closing prices for wheat futures at leading markets June 26 were: Chicago—July $2.16½@2.16⅝, September $2.18⅝@2.19, December $2.21⅛@2.21¼, March $2.22¾, May $2.19½; Minneapolis—July $2.33¾, September $2.26⅝, December $2.24; Kansas City—July $2.14½@2.14⅝, September $2.16⅛@2.16½, December $2.17@2.17⅛, March $2.17.

Export Prospects Cut

Before the bulge June 26, wheat market news was predominantly bearish, with harvest progress good in the Southwest, growing conditions in the spring wheat area favorable and prospects for exports reduced. By the end of last week harvesting had advanced into about 40 counties in Kansas. Yields were reported good and quality excellent in many areas. Rains aided the spring wheat crop in the Northwest, and similar good weather reports came from Canada.

The U.S. Department of Agriculture estimated that exports in 1950-51 may fall as low as 250 million bushels, although it pointed out that requirements could go as high as 325 million bushels depending on the extent to which the U.S. goes in supplying needs of deficit countries, their ability to purchase wheat elsewhere and U.S. price policies. Based on current crop estimates and expected domestic use of 700 million bushels, disappearance in 1950-51 is expected to be about equal to production and provide a carryover of approximately 450 million bushels, the same as this year.

The Senate June 26 passed the measure giving the Commodity Credit Corp. $2 billion additional borrowing power. Announcement of new price support levels was expected right after the bill is signed by President Truman. A wheat loan rate 2@3¢ above the current level is expected, with most observers believing that USDA will continue to pay storage charges on loan wheat as in the past.

Reports from Europe indicate that large crops will be harvested this year, with conditions even in Spain vastly improved. Previously considerable concern was shown for the crop there. It is reported that the Balkan region expects a good harvest this year for the first time since the war.

The nine principal southwest markets received 9,764 cars during the week ended June 22 as compared with 6,346 a week ago and 11,417 cars for the same period a year ago. Individual totals included 1,562 cars at Wichita, 1,329 at Ft. Worth, 3,206 at Enid, 734 at Hutchinson and 719 at Salina.

Marketings Expand

Marketing of wheat at spring wheat markets increased this week to 1,146 cars at Minneapolis and 1,259 cars at Duluth. Cash premiums on all classes of wheat weakened toward the latter part of the week with large mill buyers out of the market several days and elevator interests indifferent. At the close ordinary No. 1 dark northern spring wheat traded at 0@1¢ over the July price. Twelve per cent protein was quoted at 0@2¢ over July, 13% protein 0@6¢, 14% protein 2@9¢, 15% protein 5@13¢ and 16% protein 12@21¢ over July. The average protein content of the hard red spring wheat tested at Minneapolis during the week was 13.74% and the durum 12.86%.

Premiums on cash durum on all types better than ordinary grade were 1@9¢ lower due to narrow demand and increased receipts. Premiums on ordinary grade durum about the same as a week ago. No. 1 and No. 2 hard amber durum of top fancy milling quality was quoted in the spot market at 8 to 9¢ over the July price. Mills also bid 1¢ additional for extra fancy milling durum. No. 1 and 2 amber durum of choice milling quality quoted at 2@7¢ over July and No. 1 and 2 durum of medium milling quality 7¢ under to 5¢ over. No. 1 red durum was nominally 11¢ under.

The following table shows the approximate range of cash spring wheat values at Minneapolis, June 23:

For Dry Sound Wheat

1 DNS or NS 58 lb.	$2.24¼@2.27¼
12.00% Protein	2.24¼@2.28½
13.00% Protein	2.26¼@2.32¼
14.00% Protein	2.28¼@2.35¼
15.00% Protein	2.31¼@2.37¼
16.00% Protein	2.38¼@2.47¼

1¢ Premium for Heavy

Grade Discounts

Test weight—1¢ each lb. to 58 lb.
Damage—1¢ each 1 to 5%, over 2%.

Prices Hold Steady

Wheat values held a suprisingly steady trend last week at Kansas City in view of the increased harvest action in Kansas. Over the week-end Kansas City received 1,237 cars of wheat, and the market was showing signs of making a normal digression in price when speculative action in futures stemming from the Korean situation shot quotations up at least 5¢ bu. within a few minutes' time. Prior to the stormy session of June 26, the important pricing factor in cash wheat was moisture, for an increase in tough wheat arrivals created a broader spread between "damp" and "dry" wheat. On June 20 that spread on ordinary No. 1 dark and hard winter wheat was 3-3½¢ over, 12% protein was 4-4½¢ over and 13% protein 6-6½¢ over. By the close of the market June 26 these spreads developed into 1¢ under to the option itself on ordinary, 1@4¢ over on 12% protein and 5@8¢ over on 13% protein. The course of the basic July future was unpredictable. The future closed at $2.09⅞ on June 19 worked up to a high of $2.12⅞ June 22 and began declining to a point around $2.09½ June 26 before buying interest came in to shoot it up to a high for the day of $2.15. Throughout the week mills continued to be fair to good buyers of the new wheat.

The following table shows the approximate range of cash wheat prices at Kansas City, June 24, protein content considered:

No. 1 Dark and Hard	$2.19@2.24
No. 2 Dark and Hard	2.09@2.23½
No. 3 Dark and Hard	2.07@2.22
No. 4 Dark and Hard	2.05@2.20
No. 1 Red	2.11@2.16
No. 2 Red	2.10@2.15½
No. 3 Red	2.08@2.14
No. 4 Red	2.06@2.13

At Fort Worth No. 1 ordinary hard winter wheat was reported selling June 26 at $2.35½@2.36½, delivered Texas common points, with no protein premiums. Demand from exporters is fair, and offerings are extremely light.

——BREAD IS THE STAFF OF LIFE——

TO CLOSE FOR VACATIONS

FOSTORIA, OHIO—The Fostoria mill of the Mennel Milling Co., Toledo, will close down July 1 for vacations.

Current Flour Production

★ ★ ★ ★ ★

A Statistical Service Provided Continuously for Readers of The Northwestern Miller for More Than Half a Century

WEEKLY FLOUR PRODUCTION, IN SACKS (CWT.)

Flour production in principal manufacturing areas by mills reporting currently to The Northwestern Miller, with relationships of production to capacity and to the total estimated output of all mills in the U.S. expressed in percentages:

	June 18-24, 1950	*Previous week	June 19-25, 1949	June 20-26, 1948	June 22-28, 1947
Northwest	427,467	392,986	423,474	733,440	875,271
Southwest	2,091,185	1,984,180	1,196,498	1,488,302	1,446,187
Buffalo	492,333	465,862	523,213	524,746	578,114
Central and Southeast	492,635	491,762	474,448	434,863	411,618
North Pacific Coast	267,296	278,655	230,097	363,279	396,733
Totals	3,911,050	3,604,380	3,077,150	3,624,625	3,708,910
Percentage of total U.S. output	71.7	71.7	72	76	67

*Revised.

	June 18-24, 1950	Previous week	June 19-25, 1949	June 20-26, 1948	June 22-28, 1947	Crop year flour production July 1 to June 24, 1950	July 1 to June 26, 1949
Northwest	84	69	82	78	95	26,934,123	26,576,419
Southwest	87	87	74	106	97	81,673,714	71,286,773
Buffalo	90	88	86	87	96	26,622,984	26,955,425
Central and S. E.	53	63	73	69	53	26,289,444	26,273,468
No. Pacific Coast	76	78	69	93	111	15,412,533	16,296,665
Totals	87	88	74	84	87	181,932,815	176,394,969

(Column heads: Percentage of capacity operated in 6-day week.)

SOUTHWEST

Kansas City

	6-day week capacity	Flour output	% activity
June 18-24	498,720	341,035	68
Previous week	498,720	255,815	62
Year ago	498,720	313,354	77
Two years ago	374,928	387,465	103
Five-year average			79
Ten-year average			74

Wichita

	6-day week capacity	Flour output	% activity
June 18-24	118,800	66,163	56
Previous week	118,800	68,592	57
Year ago	118,800	99,662	85
Two years ago	118,800	113,594	96
Five-year average			78
Ten-year average			77

Salina

	6-day week capacity	Flour output	% activity
June 18-24	100,200	80,372	80
Previous week	100,200	88,465	88
Year ago	100,200	81,648	81
Two years ago	100,200	100,720	101
Five year average			83
Ten-year average			79

Representative Mills Outside of Kansas City, Wichita and Salina

	6-day week capacity	Flour output	% activity
June 18-24	1,001,100	700,615	70
Previous week	1,001,100	690,114	69
One year ago	1,001,400	706,033	71
Two years ago	964,680	966,523	100
Five-year average			77
Ten-year average			75

CENTRAL AND SOUTHEASTERN

Mills in Illinois, Ohio, Michigan, Indiana, Kentucky, North Carolina, Tennessee, Virginia, Georgia and eastern Missouri:

	6-day week capacity	Flour output	% activity
June 18-24	799,114	402,635	52
Previous week	799,114	*491,762	63
Year ago	645,914	474,448	73
Two years ago	627,964	434,863	69
Five-year average			56
Ten-year average			57

*Revised.

NORTHWEST

Minneapolis

	6-day week capacity	Flour output	% activity
June 18-24	334,560	251,166	75
Previous week	334,560	*210,181	63
Year ago	381,360	214,079	56
Two years ago	379,960	271,972	72
Five year average			69
Ten-year average			61

*Revised.

Principal interior mills in Minnesota, including Duluth, St. Paul, North Dakota, Montana and Iowa:

	6-day week capacity	Flour output	% activity
June 18-24	659,400	386,391	59
Previous week	659,400	*382,835	58
Year ago	662,100	437,795	66
Two years ago	666,600	461,465	69
Five-year average			60
Ten-year average			55

*Revised.

BUFFALO

	6-day week capacity	Flour output	% activity
June 18-24	546,000	492,333	90
Previous week	546,000	*485,862	89
Year ago	606,000	523,213	86
Two years ago	604,200	524,746	87
Five-year average			83
Ten-year average			77

*Revised.

PACIFIC COAST

Principal mills on the North Pacific Coast:

Seattle, Tacoma and Interior Washington Mills

	6-day week capacity	Flour output	% activity
June 18-24	243,000	185,471	76
Previous week	243,000	*182,632	75
Year ago	243,000	169,128	70
Two years ago	243,000	255,691	105
Five year average			82
Ten-year average			73

*Revised.

Portland and Interior Oregon Mills

	6-day week capacity	Flour output	% activity
June 18-24	146,400	101,825	70
Previous week	146,400	96,822	66
Year ago	146,400	60,959	42
Two years ago	146,400	107,519	73
Five-year average			73
Ten-year average			71

MILLFEED OUTPUT

Production of millfeeds, in tons, for the current and prior two weeks, together with season total of (1) principal mills of Nebraska, Kansas and Oklahoma and the cities of Kansas City and St. Joseph; (2) principal mills of Minnesota, Iowa, North and South Dakota and Montana, including Minneapolis, St. Paul and Duluth-Superior; (3) mills of Buffalo, N.Y. Production computed on the basis of 72% flour extraction:

	Southwest* Weekly production	Southwest* Crop year to date	Northwest* Weekly production	Northwest* Crop year to date	Buffalo† Weekly production	Buffalo† Crop year to date	Combined** Weekly production	Combined** Crop yr. to date
June 18-24	22,117	1,268,237	12,320	700,286	10,056	540,720	44,493	2,509,243
Previous week	22,156		‡11,567		19,431		143,154	
Two weeks ago	21,498		12,219		8,449		42,166	
1949	24,190	1,457,157	13,082	725,069	10,112	530,866	47,484	2,713,092
1948	31,758	1,554,840	13,999	850,797	10,564	515,621	56,321	2,921,258
1947	30,135	1,462,938	16,639	870,518	10,352	521,235	57,126	2,854,691
1946 ††	18,411	1,215,454	10,474	811,974	7,490	494,357	36,376	2,521,785
Five-yr. average	25,342	1,381,725	13,303	781,728	9,715	520,560	48,360	2,704,014

*Principal mills. **75% of total capacity. †All mills. ††80% extraction basis effective March 1 to Sept. 1, 1946 (31 lb. millfeed accepted as yield of 100 lb. flour). ‡Revised.

MICHIGAN MILLERS PLAN FOR WHEAT IMPROVEMENT DRIVE

State Association, at Its Annual Meeting, Outlines Campaign of Educating Farmers, Elevator Men on Better Wheat; Prevention of Infestation

By DON E. ROGERS

Central States Manager, The Northwestern Miller

ST. CLAIR, MICH.—Plans to safeguard Michigan's choice soft wheat quality highlighted the summer meeting of the Michigan State Millers Assn., held at St. Clair Inn, June 25-27.

A wheat improvement program is paramount if the unique status of the soft wheat millers of the state is to be preserved, Howard S. Holmes, Chelsea (Mich.) Milling Co., chairman of the wheat improvement committee of the association, told the millers. This opinion was concurred in by a number of other Michigan Millers, including Carlton D. McKenzie, McKenzie Milling Co., Quincy, Mich., who stated that a program of improving Michigan wheat varieties should be looked upon as an insurance measure to prevent the elimination of state's milling industry.

Milton P. Fuller, chairman of the board, King Milling Co., Lowell, Mich., president of the Michigan State Millers Assn., was unable to attend, due to convalescence from a coronary thrombosis which has confined him to his home since May 30. Mr. Fuller's condition was reported to be greatly improved, but it will be some time before he returns to complete activity. James R. Craig, F. W. Stock & Sons, Inc., Hillsdale, Mich., presided as vice president. Donald S. Eber, executive secretary of the Association of Operative Millers, announced that the degree of honorary life member of the AOM has been conferred upon Mr. Fuller. There are only seven such honorary memberships in the association. A round-robin message of cheer signed by all of the millers and allied men was dispatched to Mr. Fuller.

A registration of 83 millers, allied men and their wives attended the three-day meeting at this beautiful resort on the St. Clair River, with golf, sightseeing and relaxation arranged between the business sessions. The Michigan Millers Allied Assn. was host to an evening cocktail party, which preceded the banquet June 26, at which Howard W. Files, president of the Millers National Federation, was guest speaker. Mr. Files is vice president of Pillsbury Mills, Inc., Minneapolis.

Mr. Files congratulated the Michigan millers on the wonderful work that has been done in the state since the first of the year on the program to correct infestation of grain at its source. The new project to improve the quality of Michigan wheat from a milling standpoint also was praised by the federation president as another of the many worthy endeavors that have been sponsored by this oldest of state milling organizations.

Herman Steen, vice president and secretary of the federation, Chicago, reviewed the latest developments in the Food and Drug Administration's sanitation drive and pointed out that the most troublesome spot in the entire project is that of infested boxcars. Flour buyers, he said, are demanding that cars used to transport flour be fumigated but as yet no 100% effective means of killing insects in boxcars has been developed.

Educational Campaign Outlined

Mr. Holmes outlined the ideas of the wheat improvement committee, which includes direct contact with country elevator men and farmers, to encourage the production of improved white and soft red wheat varieties. Evidence indicates that some of the long-time standard varieties of soft wheat, which have made Michigan famous for its cookie and cake flour, are slipping into higher protein, Mr. Holmes stated. There are newer strains available which will resist this tendency in spite of weather vagaries, he said, but the millers have a real problem to educate growers in switching to these newer kinds.

The employment of a full-time wheat improvement expert to work in conjunction with Michigan State College on a long range program to effect the production of improved varieties was recommended by Mr. Holmes. The recommendation was approved by a unanimous vote of the millers present.

Duties of the wheat improvement expert also would include educational work toward insect elimination and rodent control activities. Cost of the wheat improvement program would be borne by the Michigan millers, grain elevators and other interests having a direct or indirect stake in the state's soft wheat milling industry. It is estimated that $10,000 to $12,000 a year will put the program over in effective fashion.

Results Are Encouraging

Speaking of the results attained so far in the Michigan State Millers Assn. insect and rodent control program, Mr. McKenzie said that the committee in charge of this educational work was encouraged by evidence of considerable improvement in the quality and condition of wheat offered to mills in recent months. He praised the cooperation of Michigan State College officials at East Lansing, who have promoted much farmer and country elevator education work but stated that individual millers must continue to be selective in their purchases of wheat. If no other means are available, he said, discounts and refusals will have to be applied to show farmers and country elevator operators that infested wheat cannot be expected to bring full market prices.

"AOM Meets the Challenge" was the subject of discussion by Mr. Eber. The work in research and education in milling techniques in recent years has made the operative millers' group the most outstanding technical association in the U.S., Mr. Eber stated. He told of the work that has been done toward sanitation in milling plants, the research work that is going on in dust control and toward education of younger men entering the operative end of the industry.

AOM Activities Reviewed

The AOM, with the help of the most able minds in operative milling, is rewriting the course in operative milling, Mr. Eber said, and will make it available in four units of 12 lessons each to students in the industry. This new course will replace the course formerly sponsored by the Dunwoody Industrial Institute of Minneapolis and The Northwestern Miller.

Bulletins on milling technology which have been issued by the AOM over the past 15 or 20 years, have been published in book form, Mr. Eber said. So far, two volumes have been published, which condense the bulletins up to 1943. Other volumes will be prepared later, Mr. Eber pointed out, and the bound volumes are being made available to members of the AOM at $3.50 a copy or $7 to non-members.

Robert V. Harris, Harris Milling Co., Owosso, Mich., chairman of the association's traffic committee, and Clarence Athanson, traffic consultant for the association, reviewed activities of the traffic committee in opposing discriminatory freight rate structures which affect Michigan millers.

Mr. Athanson pointed out that many discrepancies exist in Michigan freight rates as a result of the percentagewise increases in overall freight rates which have gone into effect in recent years. In some instances, as much as to 5 to 8¢ cwt. Difference in rates exists between points only eight or nine miles apart, he said.

Senate Exempts "Bobtailers" from Security Laws

WASHINGTON—The Senate, acting under the leadership of Sen. Walter George (D., of Georgia), killed a provision of the legislation amending the Social Security Act which would have brought bakery "bobtailers" under the coverage of the law. The Senate passed the Social Security Act changes and the measure is now awaiting a conference committee decision to reconcile the conflicts between the changes as approved by the two chambers. The House version of the bill would put responsibility for social security law provisions on bakers employing "bobtailers."

According to Sen. George, his amendment, while without the approval of the full Senate Finance Committee but with the consent of the majority leader Sen. Scott Lucas, (D., Ill.) would exclude from coverage of the social security laws employees who buy merchandise and sell it for their own account and not for the account of their principals. The Georgia Senator called this a clarifying amendment so that the matter can be throughly examined in the conference committee.

Strike Cuts Car Supply

(Continued from page 9)

the strike. The Rock Island Elevator operated by the Simonds-Shields-Theis Grain Co., the Wyandotte Elevator of the Standard Milling Co. and the Great Western Elevator of Wolcott & Lincoln. No mills were directly affected, although one unit of the Standard Milling Co. plant is served by the Rock Island.

Grain Car Shortage

Meanwhile, many of the harvest sections of Kansas are experiencing an acute shortage of grain cars and protests have been made by the Kansas Grain & Feed Dealers Assn. and many individuals. So far results have been mostly in the form of investigations.

In addition to the generally inadequate car supply of the railroads is the added problem presented by moving old crop grains to make room for new crop wheat. Most of the government loans on grains mature on April 30 and it is late May before CCC gets around to ordering movement of old grain from country points. This, too, absorbs a large number of cars which normally would be used to take care of the regular harvest movement. One southwestern line has had loading orders on about 5,000 cars of CCC grain in the first three weeks of June, on top of the problem of moving the new harvest.

The current shortage of grain cars was predicted a fortnight ago by Ralph Clark, head of the car service division, Association of American Railroads, who said that as long as CCC continued to mature loans only a few weeks before harvest the shortage of grain cars will remain a permanent fixture. He said all efforts to induce the agency to set earlier and staggered dates for loan maturities had proved futile.

The idleness of the Rock Island Railroad will be a severe handicap to some Kansas harvest areas. When the strike began the road was preparing to move about 1,300 cars of old wheat from country storage to make way for the new crop. As a result a storage problem is developing in the territory served by the railroad.

In the Pacific Northwest, interior mills on the Great Northern were hard hit as the line was unable to make switch movements at milling centers. The Montana Flour Mills, Great Falls, and the Centennial Flouring Mills Co. at Wenatchee and Spokane faced shutdowns until the railroad was able to get switching difficulties ironed out.

The millfeed market firmed in the Pacific Coast as a direct result of the strike, since mills in the Los Angeles area shut down, compelling millfeed buyers in California to bid for supplies in northern coast markets.

Francis A. O'Neill, chairman of the national railway mediation board, said he was talking with representatives of both switchmen and management in an effort to stop the strike, but no joint conference has been scheduled.

The AFL switchmen's union is trying to enforce its demand for a cut in the workweek to 40 from 48 hours without a loss in pay. It asserted that more than half its members were working 56 hours a week.

About 32,000 other employes of the railroads were thrown out of work by the strike. The five roads operate over 21,525 miles of track in 23 states from the Great Lakes to the West Coast.

WERTHAN APPOINTMENTS

KANSAS CITY—J. M. Neal, Independence, Mo., has been appointed representative of the Werthan Bag Co., Nashville, Tenn., in Kansas and western Missouri. Mr. Neal formerly was associated with the Jensen-Salsbery Laboratories, Kansas City. In another appointment made a short time ago, the Werthan company named Paul Ford, Kansas City, as representative in Kansas City and Nebraska. Mr. Ford formerly was with General Mills, Inc.

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GROCERY PRODUCTS NEWS

A Modern Super Market

Interior View of New Big Bear Super

TOLEDO—An example of a modern super market, "a complete shopping center in every sense of the word," is the new Big Bear Stores Co. market in Toledo.

The store, claimed to be the largest in Toledo, consists of a "junior department store" in the basement and a food store on the main floor. The big air-conditioned market contains some 40,000 sq. ft. of floor space and has a parking area for more than 300 cars.

Officials of the Columbus, Ohio, company point out that, under one roof, the customer may choose from a complete line of foods and also shop for housewares, household goods, silverware, electrical appliances, hardware, work clothing, notions, toiletries, drugs and other items.

The grocery department contains one of the largest mass displays of nationally advertised foods in Ohio, being exceeded only by Big Bear's super market in Columbus, company officials say. In the grocery department alone, the Toledo store has more than 2,150 lineal feet of shelving, it is pointed out, and 12 modern checkout stands help speed traffic. The meat department is entirely self-service but has trained hostesses to help shoppers and obtain special cuts when desired.

The gondola-type tables in the grocery department are of special design, built to company specifications and with greatly increased depth to the shelving to increase space, officials explain.

"Along the wide aisles between these long rows of tables, customers may shop to their heart's content in their selection of practically every nationally advertised food in America in a wide variety of package or can sizes to fit individual needs," Big Bear says.

Wide plate glass windows across most of the 100-ft. front make the store open to public view from the outside. And with 2,000 running feet of slimline fluorescent tubing behind the wall canopies, the store at night is a "blaze of light from the outside and a brilliantly lighted shopping center on the inside," the company points out.

NARGUS MEETING TO GO INTERNATIONAL

CHICAGO — Next year's convention of the National Association of Retail Grocers will have an international flavor, NARGUS officials point out. The organization's 1950 convention, held recently at the Navy Pier in Chicago, attracted a large delegation of retailers from Canada and brought others from Holland, New Zealand and Sweden. In addition, others in foreign countries indicated their wish to attend. In 1951, NARGUS will designate its annual meeting as an international convention and exposition. And retailers and manufacturers from foreign countries will attend and exhibit, according to Mrs. R. M. Kiefer, secretary-manager of the association.

Report Cites Importance of Jewish Part of N.Y. Market

NEW YORK—"There is a remarkable relationship between brand success in New York and the amount of promotion the brand has had in the Jewish segment of he market." That is the conclusion made from a study reported by The Pulse, Inc., for the Joseph Jacobs Organization.

The study, showing brand success of various food items in Jewish and non-Jewish homes, points out that the Jewish population of New York City is larger than the entire population of most U.S. cities and that 78% of the independent food stores in the city are owned and/or operated by Jewish merchants.

Brand leaders listed in the study have been major advertisers in Jewish media, the report says, indicating that "a major selling effort in the Jewish field is a primary effort in the whole New York market."

Among the items on which use-of-brand figures are given are all purpose flour, cake flour, hot wheat cereals and baking powder.

FIRST FOOD CHAIN

A man named Lucius is believed to have operated the world's first chain of grocery stores in ancient Rome.

RUDOLPH L. TREUENFELS JOINS STAFF OF NAWGA

CHICAGO—Rudolph L. Treuenfels, coordinator of the food industry training center of City College of New York, has been retained by the National-American Wholesale Grocers Assn. as marketing counsel. This was announced by Sherwin A. Hill, Detroit, NAWGA president, at the organization's recent mid-year meeting in Chicago.

Mr. Treuenfels, who will retain his position with the college, will assist in the development of a program to aid both retail and wholesale grocers. First step in this direction will be the establishment of a series of "clinics" to which wholesale grocers will send selected employees for training. Mr. Treuenfels will draft and conduct these clinics, first of which will deal with retail store engineering.

Mr. Treuenfels served as chairman of the Committee on Modern Food Distribution, which recently submitted a report on wholesaler-retailer teamwork.

Notes Increased Progress Made by Food Wholesalers

NEW YORK—Progress in the food field until recently has been most conspicuous in the manufacturing and retailing end, but it is now increasingly being matched by resourcefulness on the part of pioneering wholesalers, according to Harry R. Socolof.

Mr. Socolof, president of Sweet Life Food Corp., recently became president of Roulston, Inc., operator of 250 food stores on Long Island and Staten Island, acquiring a controlling interest in the enterprise. He pointed to wholesaling progress in addressing a graduating class of the Food Industry Training Center of City College of New York. His subject was "How I See the Future of Food Distribution."

"Wholesale grocers are no longer afraid to introduce basic structural changes in their own operations to help strengthen their customers," Mr. Socolof said. "They strive to see their customers prosper. They aid them in matching the efficiency of their hardest competition."

Franchise System

Mr. Socolof revealed his creation of the "Roulston Allied System," a franchise agreement that will permit independently owned stores to operate under the Roulston name and with the advantage of numerous services available from Roulston headquarters.

He said wholesalers who are faced with unprecedented changes in their

GIANT CAKE—A huge cake, the largest ever baked in Canon City, Colo., was used in a successful family flour promotion there. Pictured with the cake are H. A. Turner (right), president and manager of the Anderson-Morgan Mercantile Co., and W. L. Stirn, local General Mills, Inc., representative. More than 3,000 servings were cut from the cake over a two-day period. During that time, Mr. Turner doubled his gross dollar volume and increased the sale of family flour 20 times over a normal movement.

customers' positions may have to look for "unorthodox answers."

"There is no doubt that the 1950's will bring us many instances in which wholesale grocers will forge ahead where angels fear to tread," Mr. Socolof said.

He stressed the pressure which retail grocers are facing because of the growing size of selling units established in the past decade.

"So long as the small man running a store at a $50,000 volume a year had competitors doing only double or triple his sales, there was no need for extraordinary measures," he said. "Now that we have single markets running their yearly volume up to $2 or $3 million under one roof, everybody will realize that the old methods of operations need overhauling. This applies to both the retailer's and his wholesaler's policies and management procedures."

Rudolph L. Treuenfels, coordinator of the Food Industry Training Center, also addressed the class, reporting on the recent Chicago conventions of the National Association of Retail Grocers and the National-American Wholesale Grocers Assn.

Pointing to the "new look" in association outlook and activities, he said, "At both conventions there was less talk than ever of 'oppsing' anybody. The emphasis everywhere was on constructive self-help and readjustment. It was on the independent wholesaler-retailer team and its significance for mutual advance. Formal and informal discussion paid attention to growing evidence of competent operational guidance coming from the wholesale level and its ready and intelligent acceptance by tens of thousands of individually owned stores."

—BREAD IS THE STAFF OF LIFE—

KROGER STATEMENT

CINCINNATI—The Kroger Co. has issued its financial statement in a clear and readable style in a pocket-size booklet called "In 1949 We Rang Up $2.10." The title refers to the firm's average sale for that year. Cleverly illustrated, the booklet shows what happened to the $800 million the company earned last year, and it is considered an excellent step forward in good employee relations.

—BREAD IS THE STAFF OF LIFE—

USWGA'S 1951 CONVENTION TO BE HELD APRIL 22-25

WASHINGTON—The U.S. Wholesale Grocers Assn. will hold its 59th annual convention and third annual Food Distribution Exposition April 22-25, 1951, in Miami Beach, according to an announcement by Harold O. Smith, Jr., executive vice president of the association.

The convention will open with a USWGA "get-together" the first evening, and the business sessions and exposition will be held during the following three days. All wholesale grocers, food manufacturers, manufacturers' representatives and brokers are being invited to attend.

The business sessions will be devoted chiefly to discussions and solutions of wholesalers' problems. Exhibits will include the latest in business machines and warehouse equipment.

—BREAD IS THE STAFF OF LIFE—

SMI WILL SPONSOR CONSUMER MAGAZINE

CHICAGO—The Super Market Institute has announced that a 5¢ consumer magazine is being readied for publication soon and will be placed on sale exclusively in the super markets of institute members.

The Flour Distributor's Viewpoint . . . by Wayne G. Martin, Jr.

TODAY the great majority of housewives buy in modern, self-service grocery stores, whether they be operated by independents or chains. This means that whatever influence retail grocers used to have upon the selection of brands is gone. They seldom talk to their customers until they reach the check-out point, when all of their shopping has been completed. Furthermore, many surveys show that women buy much more on impulse than from prepared shopping lists.

These two facts point most decisively to the need of proper retail store display of family flour. All too frequently flour is put in out-of-the-way places where it is seldom seen by shoppers.

Naturally grocers cannot expect it to be moved rapidly under those circumstances. Wholesale grocers will find it profitable to train their salesmen to point out to retailers the advantage they will secure for themselves by displaying family flour attractively and in prominent parts of their stores. A good family flour business will yield a satisfactory profit for both wholesalers and retailers if they will work together in pushing its sale.

ON TO CHICAGO—Next May is a long time off, but time goes by rapidly. What we have in mind is that the National Association of Flour Distributors has accepted an invitation from the Chicago Association of Flour Distributors to hold its 1951 convention in that city.

Chicago is centrally located and widely known as the nation's leading convention city, and the Chicago Association of Flour Distributors is an experienced host to the national convention. One cannot predict the problems which will confront the industry at that time, but it is safe to say that there will be many.

Consequently, all local flour associations, as well as individual members of the ntional group, should look forward to this meeting and plan for it as far in advance as possible. For various reasons a few local associations were prevented from being represented at the 1950 convention of the national body, and this is all the more reason why every effort should be made to have a complete representation at Chicago.

COOPERATIVE EFFORT — For years we have thought that there has been too wide a difference between manufacturing and distribution. For instance, flour millers have their own trade organizations, directed almost entirely to the problems of manufacture and sales within their own industry. That, of course, is entirely proper, but we question if it goes far enough.

For instance, most mills are unable to maintain their own selling organizations and are dependent to a great extent upon brokers and other distributors. It is true that the latter have their own trade organization in the National Association of Flour Distributors, but this cannot be compared in scope with the millers' groups.

It seems logical that the organizations representing both millers and distributors should work together to solve the many marketing problems that are constantly arising. As long as they remain aloof, there are bound to be misunderstandings which might easily be solved by cooperative effort. It is an undertaking worthy of consideration. Sincere efforts have been made in the past to bring this about, and they should be continued.

WORKING WITH BROKERS — Recently we read a comment in the Food Field Reporter to the effect that food manufacturers, in appointing a new broker, should not attempt to change his method of operation. This seemed to make good, sound sense. If a broker has established a successful business in his community, then certainly flour millers or other food manufacturers should not attempt to change the broker's business practices merely to fit in with their ideas.

We have known some millers who looked upon their brokers as direct employees of the mills. They tried to direct them accordingly, but in no case has this worked out successfully. If a broker has the ability to establish a successful business of his own and if a miller is fortunate enough to secure a connection of this kind, the broker should be permitted to manage his business as he sees fit.

A great many of the flour mills of this country are dependent upon brokers for the distribution of their products. Certainly a broker operating in a specific market is more familiar with sales conditions there than is a miller who may be located 1,000 miles away. The miller will profit by letting the broker conduct his own sales activities.

PRICING IS IMPORTANT—One of the most important problems in the wholesale distribution of all foods, including flour, is proper pricing. Too many distributors do not have an accurate idea of their costs and their pricing is done on more or less of a hit-and-miss basis. In fact, that also applies to retail grocers, who are urgently in need of help on this question.

The answer lies in a sound accounting system. The lack of cost knowledge displayed by many flour jobbers during the period of OPA was shocking. We are afraid there has been little improvement in this respect since then.

The need for accurate cost accounting is so obvious that it seems foolish to write about it. Yet experience shows that many flour distributors pay too little attention to this part of their businesses. However, we can't think of a single factor of greater importance. When more attention is paid to it, there will be less difficulty in the flour distributing industry.

Numbers of Flour, Mix Buyers Reported

ST. PAUL—Ninety-seven percent of the families in the St. Paul market buy family flour, according to the 1950 Consumer Analysis of the market.

The survey report, published by the St. Paul Dispatch-Pioneer Press, shows that 116,400 families in St. Paul and suburban areas purchase regular flour. This figure is obtained by projecting the sample percentage of 97% to the total population of 120,000 families. Three thousand families, or 2.5% of the total, were covered by the survey.

In each of three previous years, the survey percentage of family flour buyers was 98.4%.

For cake flour, the survey showed that 80,640 families, or 67.2% of the total, are buyers. In the 1949 Consumer Analysis, the percentage was 73.4%, and in 1948 it was 73.7%.

Prepared Mixes

The report also includes figures for various baking mixes.

For cake mix, 14.7% of the families surveyed reported buying it regularly; 60.1%, occasionally, and 16.7%, never. Reporting that they tried but discontinued it were 8.5% of the families surveyed. In the 1949 survey 12.4% said they bought cake flour regularly and 47.4% occasionally.

The question on buying pie crust mix showed the following figures: Regularly, 8.6%; occasionally, 23.5%; tried but discontinued, 9.3%; never, 58.6%. The percentages in the 1949 survey were similar.

For hot roll mix, the 1950 figures are: Regularly, 4.4%; occasionally, 25.1%; tried but discontinued, 5.1%; never, 65.4%.

Muffin or biscuit mix: Regularly, 12.4%; occasionally, 25.6%; tried but discontinued, 2.8%; never, 59.2%.

Ginger bread mix: Regularly, 4.6%; occasionally, 35.2%; tried but discontinued, 6.1%; never, 54.1%.

DOUGHNUT MAKER — This new plastic doughnut maker operates like a little spring press. Gentle pressure on the spring-type handle releases just the right amount of batter for properly shaped doughnuts. The doughnut maker and the opalescent batter bowl are molded of the Monsanto Chemical Co.'s Lustron styrene by Pupell Bros., Chicago.

SUNNY KANSAS

There is still room in the baking business to attract attention and build sales with higher quality products. If you're looking for bread improvement, let SUNNY KANSAS flour give you a fine start toward that goal. SUNNY KANSAS has earned its reputation for making good loaves better.

THE WICHITA FLOUR MILLS CO.

5,000 Sacks Capacity — 1,000,000 Bushels Storage

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CABLE ADDRESS, "SENTINEL"

All Grades

RYE FLOUR

1000 cwts. Flour—250 cwts. Meal

GLOBE MILLING COMPANY

WATERTOWN, WISCONSIN

"ROCK RIVER" RYE — "OLD TIMES" BUCKWHEAT

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All Grades—From Darkest Dark to the Whitest White —Specially Milled by the Blodgett Family—Since 1848

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MILWAUKEE, WISCONSIN

CHICAGO, ILL. — ST. JOSEPH, MO. — NEW YORK, N. Y.

N. Y. BAKERY GROUP HEARS PRODUCTION DISCUSSION

NEW YORK—An address covering the problems of the modern production man and his responsibility in profitable bakery operation was presented by Russell E. Duvernoy, Duvernoy & Sons, Inc., New York, at the season's final meeting of the Metropolitan Bakery Production Club, Inc., here June 5.

The program had a novel twist in that the speaker called for comments from local trade authorities in the group as he outlined, step by step, problems relative to ingredient variance, machinery, management and sales and production.

This step-by-step discussion approach lent to an interesting and constructive meeting as varying opinions were presented from the floor.

Some of the principal suggestions offered by Mr. Duvernoy in his address were: Purchase ingredients from the best possible source. Don't cut on quality and depreciate the value of the product through the lower cost approach. Rely on responsible firms for good equipment. Encourage cooperation and exchange of ideas within the industry and particularly between the sales and production departments in the company. The speaker further noted that "management must be capable before labor can be productive," and he declared that quality production and good quality results per man hour are the responsibility of the production man.

Mr. Duvernoy stressed the need for better bakery machinery and, in conclusion, stated that "quality merchandise can be made with machinery with proper handling by the baker."

Jim Curtis, National Biscuit Co., chairman of the board of directors, officiated in accepting 16 new members to the club by presenting them with membership cards, certificates and buttons.

At the conclusion of the meeting, the members were again reminded that the annual summer party of the club will be held Aug. 16 at the Engineers Golf Club, Roslyn, L.I., N.Y.

TO MAKE FURTHER STUDY OF PRICE REPORT CHANGES

WASHINGTON — Conversations here between feed industry leaders and U.S. Department of Agriculture Market News Service officials brought a slow-down on plans of the government officials to undertake innovations in the field of price reporting on cost of commercial feeds to consumers. Officials in charge of the USDA Market News Service assured the industry officials that no plans would be inaugurated until they had been discussed with the industry.

It was pointed out to the news service officials that government reports on formula feed prices by areas might create a confused situation among feed consumers. For example, reports on prices of representative companies of certain types of feed would not properly reflect freight rates or dealers' margins if the basic ingredient terminal market price was used as a basis for the government reports. USDA news service officials had intended to compare commercial feed price levels with trends in basic ingredient grain prices in terminal markets.

Although assurance has been given of further consideration of the USDA Market News Service plans, it is by no means a dead issue.

The Choice of the Finest Hard Wheats

The only mill in this great terminal market, Universal consistently offers:

BETTER SPRING WHEAT AND DURUM FLOURS

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Over 60 Years Experience Making Quality Products

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It pays to pick the right cake flour! Average flours really cost more than top quality flours like ROYAL FLUFF-EAT-A, which produces more finished cake per pound of flour. You get a richer, moister, longer-keeping cake with ROYAL FLUFF-EAT-A.

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A flour without an equal anywhere

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"Golden Loaf" That's Our Brand—

The Flour with the Doubt and Trouble left out

TENNANT & HOTT COMPANY

Lake City, Minn.

The Wamego Milling Co.

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Millers of Kansas Hard Wheat Flour

HIGH CLASS BROKERAGE CONNECTIONS DESIRED

ARE FAMOUS FOR
GOOD BAKING!

AGAIN this year Nebraska wheats are setting records for good baking quality. Over 98% of acreage is in wheats rated good to excellent in milling and baking characteristics. Ninety per cent is in just four varieties—Cheyenne, Turkey, Nebred and Pawnee—all desirable wheats. Nebraska quality is protected by the work of the Nebraska Wheat Improvement Association. You can buy Nebraska wheat with confidence. Let us handle your requirements. With nearly 3,000,000 bus. of terminal elevator space and 200 affiliated country elevators we are well equipped to serve you on wheat and feed grains.

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COOPERATIVE GRAIN COMPANY
GRAIN EXCHANGE, OMAHA, NEBR.

ELEVATOR A—OMAHA
Capacity 1,750,000 Bus.

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After all!

"THERE IS NO SUBSTITUTE FOR QUALITY"

Price vs. Quality

FLOUR BUYING "BARGAINS" are likely to prove disastrous. For more than 50 years you have bought our brands with perfect safety, knowing that they represented the highest and most *Dependable Quality* that scientific milling could produce.

BAY STATE MILLING CO.
WINONA, MINNESOTA
Millers of HARD SPRING WHEAT and RYE FLOURS

104 YEARS OF MILLING EXPERIENCE
PLUS MODERN LABORATORY CONTROL
ASSURES THE BAKER EXCELLENT RESULTS WITH:

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EXPORT FLOUR INSURED *ALL RISKS* BY

The SEA INSURANCE CO., Ltd.
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POLAR BEAR FLOUR IS KING

There is a new crop of excellent hard winter wheat coming to our doors. We are selecting the best of this fine crop for POLAR BEAR flour.

FOUNDED BY
ANDREW J. HUNT-1899

The NEW ERA MILLING CO. ARKANSAS

BRONZE PLAQUE—The department of milling industry, Kansas State College, Manhattan, has installed a bronze plaque in the pilot bakery operated by the department in recognition of the financial and advisory assistance of the 18 milling companies which made possible the installation of the bakery. The pilot plant is equipped with commercial-size machinery and is used in cereal chemistry and baking technology research.

Newspaper Asks Equalization of Support Prices

PORTLAND — Immediate correction of the discrepancies in government wheat support prices which have caused the loss of California flour markets by Pacific Northwest mills was called for in an editorial appearing recently in the Portland, Oregon, Journal.

Lower support prices in southern Idaho and Utah have enabled mills there to undersell Pacific Northwest mills, one of the chief reasons why milling operations in the latter area are at their lowest ebb in 75 years, the editorial declared.

"Big flour mills in Portland are running at 50% of capacity," the newspaper said. "Mills in Seattle and other parts of the Pacific Northwest are similarly hit." It pointed out that one distressing result is unemployment, with the labor force sharply curtailed.

Loss of Exports Noted

"Look for the reasons and they will be found in disruption of the export market and destruction of the eastern market due to high freight rates," the editorial continued. "But the immediate and close-at-home reason is the loss of the California market due to discrepancies in government support prices. This is the pattern:

"The support price in Oregon, Washington and northern Idaho wheat producing districts is $2.16.

"The support price in southern Idaho and Utah is $2.06.

"This means that the Idaho millers can deliver flour at 35¢ cwt. less in the San Francisco market than the Pacific Northwest millers can.

Correction Asked

"It doesn't make sense. Appeal after appeal, headed by labor, the mills and the Chamber of Commerce has gone back to Washington. Men of the poultry, dairy and livestock industries join because reduced milling schedules send prices for feed (mill run) kiting.

"The answer is, of course, to equalize the support prices and thereby produce equal competitive opportunity in the California markets. There can be no defense for any other course.

"Portland's flour millers have been here a long time. They have a big investment. The same statement can be made as truly in behalf of the flour milling industry of the Pacific Northwest which normally employs 3,500 men.

"Here is a call for a fair deal—and quick."

WOLFF MILING CO. 75TH ANNIVERSARY THIS YEAR

NEW HAVEN, MO.—The Wolff Milling Co., New Haven, is celebrating its 75th anniversary this year.

In 1888 George and Jacob Wolff founded the Wolff Bros. firm here and built a small mill. Their descendants continue to operate the plant as the present day Wolff Milling Co.

The original Wolff brothers came to the U.S. from Alsace and worked first in flour mills at Rochester, N.Y., and later in other mills in St. Louis and in southern Illinois, before establishing their own business.

George Wolff, Jr., is now head of the milling company. His brother, Emil Wolff, who was for many years secretary-treasurer of the company, died last Feb. 11.

From the small start of 75 years ago, the present plant of 1,400 sacks capacity has grown through several expansions, the most recent in 1936 when capacity was doubled. The firm has storage space at the mill for 90,000 bu. Its principal brand, "Upperten" flour, has been used continuously since the late eighties and was registered nearly 60 years ago.

ALLAN Q. MOORE TO HEAD CROP IMPROVEMENT GROUP

MINNEAPOLIS—Allan Q. Moore, Pillsbury Mills, Inc., was elected chairman of the board of governors, Northwest Crop Improvement Assn., at the annual meeting of the organization June 12. Stuart F. Seidl, Rahr Malting Co., was named chairman of the executive committee.

Other members of the board of governors are: Stanley M. Thield, L. L. Crosby, P. B. Hicks, James F. Mullin, Russell R. Winters, Mr. Seidl, W. I. Nightingale, Lawrence J. Weidt, Cecil E. Taylor, John M. Barlass, J. A. Bolton, H. E. Kuehn, John W. Haw, Ron Kennedy and E. J. Mitchell.

Members of the executive committee, in addition to Mr. Seidl are: Leo J. Carlin, W. W. Finch, W. R. Humphrey, Eugene E. Quinn, R. C. Woodworth, R. N. McCaull and Gordon Murray.

Mr. McCaull was appointed chairman of the wheat variety committee and R. C. Woodworth will serve as chairman of the finance committee.

The membership voted to close the organization's fiscal year May 31 instead of June 30.

Henry O. Putnam was reappointed as executive secretary of the association for the ensuing year.

MERGER ANNOUNCED

SAGINAW, MICH.—The merger of Charles Wolohan, Inc., operator of seven grain elevators in the Saginaw area, and the Wickes Corp. of Saginaw, owner of three other industrial plants, was announced June 9. The Wolohan firm has a capacity of 365,000 bu. Stockholders of both firms approved the merger. The merger gives Wickes 50% ownership of Saginaw Grain Co., recently organized to finance construction of a 1-million bushel elevator. Robert E. Wolohan, vice president and general manager of the Wolohan firm, becomes a vice president of Wickes and general manager of its Wolohan division.

DEWEY ROBBINS HEAD OF AOM EDUCATIONAL GROUP

KANSAS CITY — Dewey Robbins, Fisher Flouring Mills Co., Seattle, has been named chairman of the educational committee of the Association of Operative Millers, succeeding C. R. Veeck, Eagle Roller Mill Co., New Ulm, Minn. Mr. Veeck resigned the post upon his election to the vice presidency of the organization.

Other members of the commitee include Philip W. Pillsbury, president of Pillsbury Mills, Inc., Minneapolis; Jack Perkins, General Mills, Inc., Minneapolis; Arlin B. Ward, department of milling industry, Kansas State College, Manhattan, and Mr. Veeck.

Paul L. Dittemore, Miller Publishing Co., Minneapolis, was reappointed chairman of the editorial review subcommittee. Other members of the committee are W. W. Tholstrup, Wallace & Tiernan Co., John P. Snyder, Jr., Pillsbury Mills, Inc., and Cecil Smith, General Mills, Inc., all of Minneapolis, and E. M. Evans, General Foods, Kankakee, Ill.

INDIA'S WINTER WHEAT CROP REPORTED LARGER

WASHINGTON—The 1950 harvest of fall-sown grains in the Indian Union is larger than the 1949 production, according to the American Embassy at New Dehli.

The wheat crop is privately estimated at 217 million bushels, compared with the final official estimate of 202 million bushels a year ago. However, the current estimate is still somewhat below average. Both acreage and yields were below average, though larger than the 1949 figures.

The crop of barley, the other winter grain, is estimated at 117 million bushels, 10% above the 1949 harvest and 30% above average.

WIN SAFETY AWARD—Employees of American Flours, Inc., Newton, Kansas, established a record of 431 days of mill operations without a single lost-time accident. For this feat the Lumbermens' Mutual Casualty Co. presented the company with a certificate of award. In the photograph above G. Murray Ross, president of the milling company (right, center) is shown receiving the award from F. M. Kercheval (left, center) representative of the insurance firm. The entire staff of American Flours is grouped around Mr. Ross and Mr. Kercheval.

Milled for those who want only the finest baking qualities . . . from the choice of the nation's wheats.

An Independent Mill

WOLF MILLING CO.
ELLINWOOD, KANSAS

The Rodney Milling Co.
25,000 Cwts. Capacity
Grain Storage 1,250,000 Bus.
KANSAS CITY, MISSOURI

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Low Grades and Millfeed
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ACME RYE
A HIGH QUALITY
WISCONSIN RYE FLOUR
All Grades
FISHER-FALLGATTER MILLING CO.
WAUPACA, WISCONSIN

Lyon & Greenleaf Co., Inc.
MILLERS OF
High Grade Soft Winter Wheat Flour
Plain and Self-rising
LIGONIER, IND. NORFOLK, VA.

PIKES PEAK
BAKERY FLOURS
The Colorado Milling & Elevator Co.
General Offices: Denver, Colorado

The Williams Bros. Co.
Merchant Millers KENT, OHIO U. S. A.
Specialists Ohio Winter Wheat Flour
All our wheat is grown on "Western Reserve" and bought from the growers at elevators we own and operate.

Chickasha Milling Co.
Capacity 600 bbls CHICKASHA OKLA. Cable Address "Wacklin"
Manufacturers of High-Grade Hard Wheat Flour
Foreign and Domestic Trade Solicited
Member Millers' National Federation

New Sacramento Elevator Receives First Grain Shipment

SACRAMENTO — First test consignments of grain have been received at the new 300,000-bu. part of Sacramento bulk grain storage terminal elevator.

Under construction since last October, the terminal's machinery and equipment were tested with several loads of wheat. The date for general receipt of grain has not yet been set. W. G. Stone, Sacramento-Yolo port district director, asserts that it will be in ample time for this year's crop.

Constructed by Barrett & Hilp of San Francisco and Henry George & Sons of Spokane, Wash., the terminal has a connecting warehouse for the handling of sacked grain in addition to 12 storage tanks, each 105 ft. high. Reinforced concrete was used.

The head house is 175 ft. high and is equipped with machinery to handle twice the elevator's present capacity. Ample conveyor facilities are provided to move grain from rail carriers and trucks. Provision also was made for future installation of an overhead conveyor from deep or shallow draft vessels when the Sacramento deep water channel is completed.

The facility, first of its kind offered to interior northern California farmers, will be operated under lease by Kerr, Gifford & Co. of San Francisco and Portland, Ore., on a percentage basis.

—BREAD IS THE STAFF OF LIFE—

KANSAS CITY FEED CLUB OUTING TERMED SUCCESS

KANSAS CITY—A successful golf outing and dinner was staged by the Kansas City Feed Club at Indian Hills Country Club near Kansas City June 13. One hundred members and guests attended the dinner and cocktail hour, and about 40 persons participated in the golf tournament.

Winner of the low gross prize in the golf event was M. A. McClelland, M. A. McClelland Co. Second place went to R. C. O'Brien, International Milling Co. The prize for low net score was awarded to W. C. Theis, Simonds-Shields-Theis Grain Co., and the visitors' low net was made by Henry S. French, the Kansas City Star. A prize for the highest score on a single hole went to James Trippensee, Checkerboard Elevator Co., and the highest gross score was made by Louis G. Stahl, Rock Island railroad.

After the buffet dinner, Harry Ice, University of Missouri, Columbia, showed color movies of the Missouri-Ohio State football game of last season.

Officers announced that the next meeting would be a barbecue at the Uhlmann Farms, Overland Park, Kansas, Aug. 5. Wives and friends of the club members are invited to this affair. In the afternoon a baseball game between the grain and feed men and the allied interests will take place.

—BREAD IS THE STAFF OF LIFE—

BECOME BOARD MEMBERS

CHICAGO—Secretary Everette B. Harris announced that the directors of the Chicago Board of Trade elected the following to membership in the association: Joseph M. Sinaiko, president, Iowa Milling Co., Cedar Rapids, Iowa; Robert E. McCauley, Merrill Lynch, Pierce, Fenner & Beane, Chicago, and Arthur R. Rothwell, New York.

KELLY'S FAMOUS FLOUR

YES,
KELLY IS FAMOUS
FOR GIVING THE BAKER WHAT HE WANTS — A FLOUR WHICH CONSISTENTLY MEETS HIGHEST, MOST RIGID BAKING STANDARDS.

The
WILLIAM KELLY
MILLING COMPANY
HUTCHINSON, KANSAS

Capacity, 5,000 Sacks Daily
Grain Storage, 1,000,000 Bus.

KING'S FLOURS
are Made in Minnesota . . . and Nowhere Else

MINNESOTA . . . the state that has made MORE FLOUR than any other state in the Union.

MINNESOTA . . . the state that makes the BEST FLOUR in the world.

Buy flour that is guaranteed "Made in Minnesota"

H. H. KING FLOUR MILLS COMPANY
MINNEAPOLIS, MINNESOTA

DOBRY'S BEST
and
BEST OF THE WEST
DOBRY FLOUR MILLS, Inc.
YUKON, OKLAHOMA

TOPPER
FLAMING ARROW
BIG BOY
Three Superior Bakery Flours
Precision Milled for Precision Baking
Moore-Lowry Flour Mills Co.
Board of Trade Bldg. Kansas City, Mo.

KING MIDAS FLOUR
Pv
KING MIDAS FLOUR MILLS
Minneapolis, U. S. A.

JOHN M. FLYNN CO.
Cash Grain Brokers
Kansas City Board of Trade
St. Joseph Board of Trade
1131 Board of Trade Bldg.
Kansas City, Mo.

PAPER SACKS FOR MILLERS
The Chatfield & Woods Sack Co.
CINCINNATI O.

U.S. FLOUR MILLS IN 1900

(From The Northwestern Miller's List of Mills compiled in that year.)

State	No. of Mills	Capacity Bbl.	100-lb. Sack
Arkansas	23	1,035	2,029
California	69	18,465	36,191
Colorado	20	3,815	7,477
Delaware	12	1,825	3,577
Georgia	17	3,175	6,223
Illinois	578	69,618	136,451
Indiana	685	54,238	106,306
Idaho	17	920	1,803
Iowa	439	22,232	43,575
Kansas	388	42,200	82,712
Kentucky	357	14,135	27,705
Maryland	115	6,857	13,440
Michigan	574	47,992	94,064
Minnesota	373	126,453	247,848
Missouri	740	64,577	126,571
Montana	9	1,200	2,352
Nebraska	307	19,074	37,385
New Jersey	63	1,970	3,861
New York	558	61,633	120,801
No. Dakota	64	8,750	17,150
Ohio	918	68,115	133,505
Oklahoma	20	3,270	6,409
Oregon	109	6,374	12,493
Pennsylvania	540	35,576	69,729
So. Dakota	99	10,095	19,786
Tennessee	184	20,032	39,263
Texas	103	10,110	19,816
Utah	50	1,945	3,812
Virginia	104	6,690	13,112
Washington	38	6,656	13,046
W. Virginia	55	2,170	4,253
Wisconsin	582	67,997	133,274
Grand totals	8,210	809,194	1,586,019

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GRIST MILL RENOVATED—The old grist mill in Salt Lake City's Liberty Park, summer grounds of Brigham Young, Mormon pioneer leader, has been renovated for the summer season. The old flour mill is widely known and some of the old stone burrs which were used to grind the wheat into flour are on display, together with more than 2,000 pioneer relics.

The old flour mill was cleaned by more than two dozen members of the Salt Lake County company of the Daughters of the Utah Pioneers, who wielded brooms, dust cloths and paint brushes to give the pioneer mill its annual cleaning. This mill, on the property of Brigham Young, was one of the mills which helped to launch in Utah the thriving, prospering flour industry of today.

• • •

UP FOR REELECTION—With a congressional election coming up this fall, there is considerable press discussion regarding the possibilities of the reelection of Thruston B. Morton, Republican U.S. representative from Kentucky and chairman of the board of Ballard & Ballard Co., Inc., Louisville, it is pointed out by A. W. Williams, Louisville correspondent of The Northwestern Miller.

"The Democrats are making a lot of fuss over the fact that the state, city and county are Democratic and that Mr. Morton has a hard row to hoe in getting reelected," Mr. Williams observes. "However, that appears to be a lot of hokum. The Republicans do not appear to be at all worried over the chances of Mr. Morton being reelected. And why should they?"

Mr. Williams goes on to point out that "here is a chap who is an outstanding, fine young businessman, a naval commander during the late war, who can and does vote as he feels best fits the occasion and always with the public's benefit in mind."

"At this writing," Mr. Williams continues, "Mr. Morton appears to be virtually a 'shoo-in' for reelection under the Republican banner, in a territory that for some time past has run Democratic. His record has been fine, and he has made a lot of friends."

Mr. Williams says he has impartially polled many persons in all walks of life and has found that Democrats, Republicans and independents in a very large percentage want Mr. Morton to return to Congress. He said they feel that Mr. Morton has given them a "square and fearless deal."

The Northwestern Miller correspondent says he has known the incumbent congressman and business leader since he was a lad. Mr. Williams continues:

"The writer also knew his late father, Dr. David Morton, former president and board chairman of Ballards ... also his grandfather, S. Thruston Ballard, an able businessman and politician, and his grandfather's brother, the late Charles T. Ballard, who died the day prior to the Kentucky Derby in May, 1918. In fact, the writer occupied the Charles T. Ballard box at the derby that year as the Ballard family was not using it and the tickets were passed to The Northwestern Miller correspondent by a company executive.

"Furthermore, The Northwestern Miller correspondent that year had all of $2 on Exterminator, the great old stake horse who could run anything from six furlongs to two miles or better, carrying top weight, and was known as 'Old Bones.'"

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TODAY'S MARGINS—William Hodson, president of the Liverpool Corn Trade Association, Ltd., waxed a bit facetious in his recent address to the members at their annual meeting, thus: "I am, as you know, a miller, and for that reason I have for long been trying to find an expert who would tell me when to buy wheat and when not to buy it and would be prepared to guarantee that his advice (if accepted) would be bound to benefit my business. Up to date, I have failed in my search. I have certainly had admirable advice (sometimes) from brokers and other members, but unaccompanied by the guarantee for which I had hoped. I am not surprised, for at one time, as some of you may recall, I was a broker, too.

"Now you will remember if you were long of wheat on a rising market you glowed with satisfaction, but if you were long on a falling market you became uneasy and the secretary of the corn trade, through the clearing house, added to your discomfort by demanding a deposit known as margins. Though today as individual traders we cannot be either long or short, yet, as taxpayers, we are still liable to be called for margins—not, it is true, by the secretary, through the clearing house, but by the Chancellor of the Exchequer through the Inland Revenue Authorities. The clearing house did return the margins when the Market turned in our favor, but so far I have not heard of the Chancellor returning anything."

• • •

William Drew Washburn's palatial new home in Minneapolis was one of the city's show-places 75 years ago. Gen Washburn had settled in Minneapolis in 1857, when he was 36. He opened a law office, and became secretary and agent for the newly-organized Minneapolis Mill Co., formed to develop the water power at St. Anthony Falls. Under his direction the Cataract mill was built in 1858. He was a brother of Cadwallader C. Washburn, governor of Wisconsin, with whom he was associated in the eighties in the founding of the Washburn-Crosby Co. In 1861, Gen. Washburn was appointed by President Lincoln as surveyor-general for Minnesota, and from this derives the title accorded to him by his contemporaries. Associated with Rufus S. Stevens and Leonard Day, Gen. Washburn built the Palisade mill, and, later, for W. D. Washburn & Co., the mill at Anoka. In 1884, he incorporated the Washburn Mill Co., which later became part of the Pillsbury-Washburn Flour Milling Co., Ltd., forerunner of today's Pillsbury Mills, Inc.

WITH AFFECTION AND NOSTALGIA

I still remember Anna—
Gold braids round her hair—
An immigrant from Sweden;
And how she baked rye bread;

(She was our hired girl,
Which meant to the end
Of faithful service in our house
Anna was a friend.)

Hugh loaves almost black,
That had a nutty spice.
I still remember Anna
Spreading me a slice

With butter churned that day,
And just how she smiled,
As she said, "Bane gude
For a growing child."

Ethel Romig Fuller

• • •

THE EXTREMELY JOLLY MILLER

It is a Jolly Miller
Who grindeth on the Falls;
He dammeth of the river,
And loud for power calls.
He doeth best who kicketh best
All things both great and small,
And 'tis the Jolly Miller
Who kicketh best of all.
First 'tis the ebbing river
Which urgeth him to heat,
And then he loudly howleth
About the price of wheat;
Again it is the anchor ice,
Or markets going down;
Anon it's trouble with the wheel
That makes the miller frown.
Oh, yes, a merry critter
Is the miller, I avow;
The gayest, merriest, happiest soul,
Especially—just now!

—From The Northwestern Miller of 1885.

N.B.—When this was written the millers of Minneapolis depended entirely upon water power, and in winter their operations were greatly handicapped by anchor ice.

EDITORIAL

HOW THINGS LOOK OVERSEAS

THE editor of this publication has just returned from a trip to England, Scotland, Wales and the Netherlands. He is being asked how things look over there. The answer is not very sensational. It cannot be put in one word or in a few words. And it contains very little that is not common knowledge to readers of this journal and to careful observers of the industries it serves. The particular reason for this is the fact that the Miller Publishing Co. maintains in London a branch office which was established as long ago as 1894. Through the multitude of trade contacts made possible by that office and through the European news content originating in it The Northwestern Miller has been able to keep its readers constantly and closely in touch with such trans-Atlantic affairs as are within the bounds of their business interest.

The prime function of The Northwestern Miller's London office has been, of course, to promote and serve the export trade of North American mills. The success of this operation is attested by its long persistence and by the growth of a tradition of friendship and usefulness which has continued to bear fruit through successive business generations. The character of this enterprise naturally has changed with the years and with the varying fortunes of the export trade in flour. It has been drastically altered and hampered by the nationalistic movements of the past few years, climaxing in the prevailing government controls and state trading. But it was gratifying to the editor to find on-the-scene confirmation of the assurances, so often given to his organization that The Northwestern Miller's championship of the export trade in flour from North America is still effective and still appreciated.

As for the future of the trade, it is still veiled in the fogs and confusions attendant upon government interference with commerce and political experiments with economics. The outlook is not bright, and it was clear to the editor's eye that there was a good deal of very understandable discouragement, particularly among British importers, and perhaps even a bit of defeatism. In Holland, which is one of the few good remaining markets in Europe for U.S. flour, there was a much more aggressive attitude, tempered, however, by very real apprehension. The Dutch importers were very frank in saying that American millers do not seem to them to be alert to the danger of losing all they have left of their one-time European market. They feel that the American milling industry has not fought hard enough to preserve its rightful place abroad, that its status in the American economic system is large enough to command a much more favorable hearing from government than it has received, and that their own efforts have not had adequate support from this side of the Atlantic. They feel that they are an incidental sacrifice to too much ECA idealism, and that Europe is about to take selfish advantage of a generosity it neither understands nor wholly appreciates.

The editor of The Northwestern Miller did his best at interpreting, explaining and rationalizing the complex aspects and circumstances surrounding this vexed matter in a hospitable, characteristically friendly but rather anxious gathering of Dutch importers, and since his return to America these men have had news reports of the America milling industry's intense preoccupation with the export problem during and following the recent federation convention in Chicago. The present policy of setting up and maintaining a vigorous, practical and persistent promotion of export trade in flour deserves applause on both sides of the Atlantic. There are hopeful signs, too, that at last the official ear in America is being attuned to the broad national economic interest that lies at the root of the argument for a carefully supported and nurtured export trade in flour, which in the long run is the surest and most reliable outlet for surplus U.S. wheat.

Before he left for Europe the editor wrote a little piece for this page called "Don't Sell Britain Short." He has returned with the same sentiment. He was on a pleasure trip but he looked about him with an editorial eye. He saw a nation hard at work, but mildly intoxicated by the first fruits of Socialism. It was clear that the golden egg of Britain's vast accumulated wealth had been dissipated or divided, and that the next step might be killing off the goose. Then, with not enough left to go around, Communism would have to take over and dictate, not what each should have but what each must do and still not have.

However, the British people are sound of mind and body. They are much more likely to turn and rend Socialism than they are to kill the goose that can still lay golden eggs if they'll let it. They are growing increasingly irritated by their bureaucratic dictatorship and, give them time enough, they undoubtedly will check, but by no means reverse, the present ultra-liberal trend of government.

The editor couldn't help feeling, as he widely surveyed the British political and economic scene, that he was having a preview of tomorrow in New Deal U.S.A. But since he is an optimist about his own country's ability to stop this side of the point of no return, he finds it necessary, as well as entirely agreeable, to grant the same measure of confidence to Britain.

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The returning editor confesses to mixed emotions. He is glad he went, but he is glad to be back. He is entirely content to join the chorus of repatriates mouthing the cliche about God's Country. But he is vastly moved by his brief glimpse of the old lands.

He is moved with admiration but also with apprehension. Over there lie the foundation stones of our civilization, but in too large a degree they are crumbling. He hopes the disintegration is only in the stones, and not in the civilization of which they are among the most impressive monuments.

At times during recent years he has found it nearly impossible to entertain a very high opinion of Europeans. He still has a low regard for Europeans as they are manifested by certain groupings and governments. But he has learned anew that people everywhere are people. Reduced to ones and twos and threes, and over a cup of tea or a mug of ale, they are only himself in other clothes and on another threshold.

The evidences of friendship for America among British and Dutch are overwhelming and unparalleled. It is not merely dollar friendship. The Briton recognizes a Yank from afar off, and goes out of his way to be helpful. The Dutchman overwhelms him with hospitality.

Did you imagine the Englishman to be distant and indifferent? Gratitude and exposure to more than the tourist American of former years has broken the shell of British diffidence, and the returning editor was made to feel that everyone from street mopper to M.P. was his friend.

POLITICAL UNDERSTATEMENT

AMONG the many examples of misleading propaganda by government spokesmen was a recent widely published news release of the U. S. Department of Agriculture, which said that since its inception in 1933 the federal government's farm price support program shows an actual loss of only $517 million, which is at the rate of $31.4 million a year.

Many taxpayers and voters who read this statement undoubtedly thought to themselves, "Well, that isn't so bad. What's all the shouting about?"

The New York Times pointed out editorially that this figure, however, covers "realized" losses only and, taken by itself, conceals two facts of great significance even within this narrow, restricted area. One is the fact that the war interrupted the long series of annual losses by giving the government an opportunity to unload surplus stocks it had acquired under the program in the preceding eight peacetime years. The other is the fact that postwar losses have been spiraling upward at a rate which makes the flow of red ink in the prewar period seem a mere trickle in comparison. In 1947 the losses amounted to $72 million; in 1948, $125 million and in 1949, $255 million.

"The idea is widely held that potatoes are the principal villain in the farm price support picture," the Times comments, "and so far as realized losses are concerned they have been the most serious single offender, accounting to date for $364 million. But potatoes are a perishable commodity, and losses on perishables have to be taken from crop year to crop year. This is not the case with such commodities as, say, cotton, tobacco, wheat and corn, in which deterioration is a slower —and for that reason, incidentally, a more costly —process. The government, for example, has already taken title to nearly 3,600,000 bales of cotton, which cost $608 million, and it has made loans on another $322 million worth, the ultimate cost of which no one can possibly foresee. April 1, in addition to the sums written off as losses, it had more than four billions, all told, tied up in loans, inventories and crop-purchase contracts. It has been estimated that the mere cost of carrying the commodities it has repossessed amounts to half a million dollars a day.

"And when we are totaling up the cost of the administration's postwar policy of high-level price supports, how much is to be assessed against it for the recent destructive dust storms which have ravaged parts of five states in the southern Great Plains region? While one department of the government has been educating the nation's farmers in soil conservation, another, by holding out government-guaranteed high prices, has put a premium on the cultivation of submarginal lands by irresponsible 'suitcase farmers' interested only in making a quick killing out of a boom in farm prices. The government poured millions of dollars into the dust-bowl fight of the thirties, and now it looks as though it may have to do the job all over again. If that is the case, the war and the recent drouth will have been, at most, only partly to blame. The government, by its own politically minded approach to the farm problem, will have contributed more than its fair share."

As the fall elections approach, there will be more of these half truths and specious arguments heard. It is important that the corrections be given to as wide an audience as possible. The greatest threat to a sound farm program is that all farm legislation is being used as a political tool. If the facts are understood by enough people, perhaps the tool will not be so sharp.

German Milling Engineers Show New Developments in Machinery

HAMBURG — An effective confirmation of the claims by German milling engineers that the development and progress made by their industry in recent years now allows them to compete on equal terms with the manufacturers of other countries was provided at the recent Hanover trade fair.

Exhibiting firms have reported that the volume of inquiries from overseas millers showed a big increase and it is anticipated that the total of foreign sales will be substantially increased in the near future. Observers consider, however, that the Germans have a long way to go before they can hope to achieve the volume of business currently undertaken by the milling machinery engineering firms in Britain and elsewhere. The fair was a prelude to an export drive by the German builders of heavy machinery and the opinion has been expressed that the standards of the products of the milling machinery industry have now regained the level where they can compete with the machines offered by other countries. Attempts are to be made to break into the dollar markets of North America in competition not only with the U.S. engineers but with the British and Swiss firms who are currently interested in the sales possibilities of that area.

While the claims made by the Germans might be disputed by some authorities the consensus is that the engineers have made considerable progress and have regained the time lost immediately after the war when their machine shops were shut down on the orders of the occupation authorities.

Visitors to the trade fair were specifically interested in the developments in pneumatic plants. One on show, manufactured by the firm of C. Seegar, Stuttgart-Bad Canstatt had an improved form of blower instead of the high pressure fan and automatic vacuum control. Friedrich Liebeck & Co. showed a double stage plansifter in conjunction with a pneumatic system. The same organization had on exhibition an example of their Phanoma 11 roller mill with a new type of feed; a double roller mill with rolls up to 1,500 mm. and an all metal bran centrifugal.

The firm of Hipkow-Zundapp showed a double roller mill and claimed that it was equal to anything produced by competing designers and manufacturers in other countries. Several new features have recently been incorporated, including changes in the drive, in the feed control and in the roll adjustment. The space taken up has been reduced and the whole is completely enclosed. The same organization also showed a triple quadruple duster and purifier which has two superimposed sieves and allowing a double purifying action. This is also completely enclosed and is fitted with interior lighting. The firm also exhibited their plansifters which have achieved a high reputation in German milling circles.

Pattern of British Decontrol Outlined by Trade Official

LONDON—Reports that the British government had reopened talks with prominent trade officials in connection with the proposed removal of grain trade controls have been confirmed by Leslie W. Phillips, chairman of the National Federation of Corn Trade Assns., the body to which all port grain associations are affiliated. Mr. Phillips spoke at the federation's annual meeting, at which he was renamed chairman.

So far the talks have made it plain, Mr. Phillips said, that authorities wish to take the trade into their confidence before inaugurating a wide measure of decontrol. Agreement on all major points was wide, he reported, and a scheme has been prepared by the federation providing for decontrol in three stages.

The first stage would require complete abandonment of government-to-government trading, whereupon British traders would sell to the government on a c.i.f. basis instead of on the prevailing f.o.b. basis, preparing the way for the time when all purchases would be for private account.

The second stage would cover the period when government stocks were being liquidated alongside some restricted form of private imports. This would necessitate the government disclosing its stocks and disposing of them through trade channels. In the third and final stage, import regulations would be relaxed, rationing and price controls eliminated and a system evolved for government guarantees on home grown grains coming on the market at the same time as free imports of foreign grain.

Mr. Phillips, remarking that controls on wheat and coarse grains are still as rigid as they were at the time of their introduction 11 years ago, stated that there was a growing tendency on the part of some traders to regard these controls as inevitable, with a consequent reluctance to press forward for their abandonment. He said it would be most unfortunate if this "short sighted" policy was allowed to prevail, for it is neither in the best interests of the country nor of the grain trade that decontrol should be delayed for longer than absolutely necessary. However, he admitted that decontrol would bring difficulties to many traders and manufacturers.

Trade Reaction

Details disclosed by Mr. Phillips appear to foreshadow the biggest step away from government trading to be taken since the war, according to observers. Some traders, however, have expressed the opinion that the measures for decontrol will not be as sweeping as envisaged by trade association officials. The expectation is that the first stage will involve the gradual freeing of animal feedstuffs and coarse grains, wheat and flour being left under government domination for some time to come.

Decontrol of this section of the trade is not a practical possibility because the government still considers the retention of the flour subsidy necessary in order that bread can continue to be sold at the present low cost. Prices of wheat and flour are not likely to be substantially reduced while the International Wheat Agreement remains in force.

If it had not been for the failure of the Argentine corn crop this year, the decontrol of coarse grains might have been effected during the present summer.

STANDARD MILLING TO PAY 15c DIVIDEND ON COMMON

CHICAGO—Directors of the Standard Milling Co., Chicago, June 22 voted to resume dividends on the common stock of the company with the declaration of a 15¢ payment per share to be made July 20 to stockholders of record July 10. This is the first dividend since a year ago, when 10¢ was paid.

Growth of Baking Industry in Canada Reported

WINNIPEG—Output of the "bread and other bakery products" industry in Canada increased in value both in 1949 and 1948 over the preceding years, but the increase was less in dollar terms in 1949 than in 1948, according to a preliminary estimate of principal statistics of the industry for 1949 and the detailed annual report for 1948 released together by the Dominion Bureau of Statistics.

Value of the industry's production last year is estimated by the Bureau at $202,648,500, compared with $187,933,333 for 1948. These figures compare again with $165,749,588 for 1947. The 1949 estimate thus indicates an advance of $14,715,167 in value over 1948 as against a rise of $22,183,745 in 1948 over 1947. The output of the industry has risen in value each year since 1939, when it was placed at $76,040,651.

The bureau's preliminary compilation for 1949, prepared to meet the demand for early statistics, is based on returns received by May 15 from 342 establishments having a production of $50,000 or over and accounting for nearly three fourths of 1948 production. Figures for Newfoundland are not included.

Numbers of persons employed in the industry in 1949 is placed at 32,100, up slightly from 31,543 in 1948 and 31,501 in 1947. Salaries and wages totaled $56,920,000, as against $53,407,360 in 1948 and $47,896,265 the previous year, while the cost of materials rose to $101,302,100 in 1949 compared with $94,383,761 in 1948 and $80,084,523 in 1947. Consumption of hard wheat flour is estimated at 4,866,300 bbl. in 1949, down from 4,966,690 bbl. in 1948, and of soft wheat flour at 282,200 as compared with 288,434 bbl.; but values of each were higher in 1949.

There were 2,859 establishments of all sizes classified in this industry in 1948, compared with 2,942 in 1947. Quebec had the largest number at 1,052, followed by Ontario with 1,020 and British Columbia with 261. The industry ranked 15th in Canada in gross value of production in the year. Measured by value, its principal products were: bread, $110,644,115; pies, cakes, cookies and pastries, $55,865,702; buns, $15,699,847, and doughnuts, $3,280,618.

INDIANA GRAIN AND FEED MEN DINE—Leaders in grain and feed circles of Indiana and guest speakers at the evening banquet in French Lick Springs Hotel June 12 are shown in the usual order: Fred K. Sale, secretary of the Indiana Grain & Feed Dealers Assn.; Dave Crutchfield, Crutchfield Grain & Feed Co., Yeoman, Ind.; Lucian A. Garner, Lawrenceburg (Ind.) Terminal Elevator Co.; Carl E. Bostrom, president, Chicago Board of Trade; Hal G. Hobson, Hobson & Co., Auburn, Ind., president of the Indiana association; Dr. A. C. Brooks, Third Christian Church, Indianapolis; F. E. Legge, Legge Elevator, Albion, Ind.; Dr. Jerry Sotola, Armour & Co., Chicago; Dr. L. S. Hardin, Purdue University, La Fayette; Freeman Bradford, secretary, Indianapolis Board of Trade. The 1951 midsummer convention of the group has been scheduled for June 10-12 at French Lick.

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A new development which greatly extends fermentation tolerance. Provides more time for "cutting over" or giving dough extra punches. If you want a flour which will stand abuse, write or wire

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Effect of Dollar Shortage on World Wheat Trade Cited

LONDON—Speaking at the annual general meeting of the Hull Corn Trade Assn., the president, H. W. Platts, outlined his views concerning the effect of the International Wheat Agreement on the market.

Mr. Platts stressed that it was still too early to reach any conclusions on the effectiveness of the agreement but he admitted that, so far, the abstention of Russia and the Argentine had not created any apparent difficulties. He pointed out, however, that should either of these two countries become a serious competitor for world trade a different position might arise.

The acute dollar shortage had the effect of maintaining prices at the maximum, as though supplies were short, and as long as that state of affairs continued and Economic Co-operation Administration dollars were necessary to finance wheat requirements, there did not seem to be much prospect of prices coming below the IWA maximum.

As a result of devaluation in September, 1949, the equivalent sterling price of wheat rose appreciably, a disadvantage which resulted from an agreement under which prices were based on dollar values.

He drew attention to the fact that the U.S. and Canada were talking of acreage restrictions while the importing countries continued to develop their own productive resources. Mr. Platts stated that he had recollections of the disasters which followed the operations of the Canadian Wheat Pools when they attempted to stabilize or raise the price of wheat.

—BREAD IS THE STAFF OF LIFE—

LEE S. BICKMORE NAMED NABISCO SALES CHIEF

NEW YORK—Lee S. Bickmore has been elected vice president in charge of sales for National Biscuit Co., it was recently announced by George H. Coppers, president. Mr. Bickmore was formerly administrative assistant to Warren S. Warner, whom he succeeds. Mr. Warner has retired.

Mr. Bickmore joined National in 1933 at Pocatello, Idaho. He has served the company as salesman, special salesman, branch manager and district sales manager.

—BREAD IS THE STAFF OF LIFE—

SPAULDING BAKERIES REPORTS HIGHER NET

Spaulding Bakeries, Inc., has reported net profit of $109,495 for 1949, equal to 6¢ a common share, compared with $67,925 in 1948. Net sales were reported at $9,125,118, compared with $9,252,273 the year previous.

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CANADIAN TRADE COMMENT

By A. H. Bailey

TORONTO — Representatives of 50,000 western Canada wheat farmers met with C. D. Howe, minister of trade, and J. G. Gardiner, minister of agriculture, June 20 to ask that another 20¢ bu. be added to the final payment under the five-year Canadian Wheat Board pool.

The total amount available for distribution in the pool is said to be about $50 million which would be about 5¢ bu. for the approximate one billion bushels the farmers delivered to the pool during the five years of its operations. This would give the farmers 25¢ bu. as the final payment bringing the price they received under the pool up from $1.75 to $2 bu., the price Canada obtained in the last two years of the four-year Anglo-Canadian wheat agreement. This would mean that the government would have to dip into the federal treasury for the other $200 million.

Mr. Howe made no commitments, but the delegates were confident that if they did not get all they asked for they would get a good share of it. Heading the delegation were J. L. Phelps, Regina, president of the Farmers Union of Saskatchewan, and Carl J. Stimpfle, head of the Farmers Union in Alberta.

It is reported that Mr. Gardiner privately informed the delegation that he, too, held the view that the farmers should get a better settlement than that possible under the amount available in the pool treasury.

WORLD FOOD PROBLEMS DEFINED

Dr. G. S. H. Barton, Canadian representative on the Food and Agriculture Organization of the United Nations, told the external affairs committee of the House of Commons June 19 that he had come to the conclusion that the world can feed itself but will have a struggle in doing so. In Europe, per capita production of all foods except animal products is slightly above prewar, which means that Europe is producing more grain than before the war because the population is increased.

In the Far East there are big deficit regions where production is much below perwar levels, and which will need substantial imports for many years, Dr. Barton said. This region took 7 million tons of grain last year. In the Near East production is increasing. North Africa is pushing up food production, as is Egypt. The South Pacific countries are trying to increase production but changes take place slowly. South America also is increasing output but also increasing consumption due to growing popoulation and rising living standards, he said.

REVALUATION COMES UP FOR DISCUSSION

A reference by C. D. Howe, minister of trade, in the House of Commons June 5 to the Canadian dollar being restored to parity with the U.S. dollar stirred up considerable speculation. The minister of trade was discussing the initial price for wheat at the time, and his statement on the Canadian dollar was made in passing.

It was learned later that Mr. Howe wasn't indicating that the government is considering such action but was thinking about the factors that would create conditions under which revaluation would be required. Among these is the movement of western petroleum and Labrador iron ore into the U.S. which, it is expected, will add so much to Canada's reserve of U.S. dollars that revaluation will be dictated. The full effect of this may not be felt for two or three years, but when it comes it will bring profound changes in Canada's balance-of-payment situation, experts predict. The only thing that would prompt Canada to take action earlier than in a couple of years would be if Britain revalued the pound in terms of the U.S. dollar.

INCREASED U.S. IMPORTS URGED

The current monthly review of the Bank of Nova Scotia says there can be no solution of the dollar problem at a satisfactory level of international trade unless the U.S. increases its imports from the world at large. Marshall Aid is due to end in 1952 and, quite apart from the fact that overseas countries want to bring their dependence on the bounty of the U.S. to an end and to pay with their own goods and services for what they purchase, it would be unsatisfactory from the U.S. point of view for the level of exports to go on depending indefinitely on subsidization by the U.S. taxpayer.

Only if the goods in which each country has natural advantages in production or lower labor costs are enabled to move more freely through the channels of world trade can the western world hope to work out a system under which it can prosper and grow, the Review emphasizes. Western European countries, the bulk of whose exports to the outside world consists of manufactured goods, are still far from having regained the share of the U.S. market held before the war.

If U.S. imports are not substantially increased, that country faces the dilemma of choosing either an indefinite continuance of programs for giving away U.S. goods or a disturbingly low level of export trade, the Review concludes.

BRITISH MILLERS CHARGE WASTE

The Daily Dispatch, Manchester, England, is credited with reporting claims by British millers that the British Food Ministry wasted $2,700,000 in dollar funds in its agreement to purchase 300,000 tons of flour from the Dominion next year, instead of wheat to be milled in the U.K. This information was contained in a Reuters dispatch.

The U.K. newspaper, stating that Canadian flour costs $102.30 a ton, and wheat only $80.60 a ton, states that the milling trade contends that all of the milling should have been done in the U.K. This would have provided 53,000 tons of pig and poultry feeding stuffs produced as by-products of British mills. This, they contended, would allow farmers in the British Isles to put more bacon, pork and eggs on the market, according to the Reuters dispatch.

Freedom from Commodity Controls to Hinge on Convertible Currency

LONDON—Many grain and flour traders, not only in Britain but in other important European trading centers, are generally agreed that international business in the commodities in which they are primarily interested will never be completely released from governmental control until the currencies of Europe are freely convertible into dollars in accordance with the practice formerly operative.

Free trade is only possible when an exporter knows that the value of the money he receives will not fluctuate widely and that he can convert it easily into any other currency according to the dictates of his business.

Britain, faced with a constantly depreciating gold reserve, had no alternative but to continue the suspension of convertibility, and in maintaining this policy she has been followed by many other countries faced with similar problems. That the situation is gradually improving is an accepted fact in financial circles and the recent report published by the Economic Cooperation Administration has evidenced the growing prosperity of Britain and other adjacent countries.

The natural and just reward for the bold conception of ECA is a healthy trade between the U.S. and western Europe and if the situation is such that convertibility is just around the corner then, observers consider, the Americans can once again congratulate themselves on their business acumen. For without American dollar aid, which must continue until 1952 if the position is to be consolidated, European recovery would be as far away as it was immediately after the war, it is felt.

It is understood in British financial and political circles that a senior official, Sir Henry Wilson Smith, has recently spent some time in Washington discussing the proposed restoration of free exchange between the pound and the dollar.

In order to do this, Britain needs a big reserve of foreign currencies, including dollars, and the fact that the matter has already reached the discussion stage is taken in business circles to be an indication that Britain's economic position must be improving.

Furthermore, a French official has revealed that the French government intends to stabilize the franc with gold and the dollar in the coming fall. Preparations are said to be well advanced. If this project is followed through to a successful conclusion the franc will be freely convertible into other currencies. It is feasible that other European countries will follow the lead of Britain and France whereupon international trade, not the least that in grain and flour, may look forward to a release from government control.

FLOUR SALES TO U.K. FOR JULY PERMITTED

WINNIPEG—The Canadian Wheat Board has advised all mills that sales of export flour may now be made to the U.K. Ministry of Food for delivery from the mill during the month of July, 1950.

The wheat price basis for this period will be $2 plus 6¢ bu. carrying charge, basis No. 1 northern, in store Fort William-Port Arthur, or Vancouver.

Mills are reminded that all flour sold to the U.K. against the 1949-50 guaranteed quantity must be shipped from the mill by July 31, 1950.

TO CELEBRATE ANNIVERSARY

TORONTO—Mr. and Mrs. W. H. McCarthy, Streetsville, will celebrate their golden wedding anniversary June 30. Mr. McCarthy, former owner of the McCarthy Milling Co., Streetsville, retired from active business in July, 1946, after a half century or more of service in the Canadian flour milling industry. He is known as the "dean of the flour trade" around Toronto and surrounding areas.

EUROPEAN ROUNDUP

By George E. Swarbreck

LONDON—The Netherlands government has decided that the compulsory admixture of 5% potato flour with home milled wheat flour must be retained for the time being at least. The position is to be reconsidered at a later date after an examination of the stock position.

The Dutch bakers are reported to be antagonistic to what they call the "adulteration" of home milled flour with potato flour and the Netherlands flour importers seized upon this discontent to advertise collectively the qualities of American flour which, they stressed, is a pure product and not adulterated in any way.

TECHNICAL CONFERENCES SET

Millers, milling engineers and cereal chemists from a number of European countries are to meet at a technical conference at Bergen, Norway Aug. 7-9. The organization is in the hands of the Norwegian Cereal Chemical Institute. Dr. Douglas Kent-Jones, the well known British cereal chemist, is to give a paper on "Some experiences with the Kent-Jones and Martin Flour Grades" while Dr. L. H. Pulkki will explain the role of electrification in sifting.

Another conference of considerable technical interest will be that of the German milling industry which is to be held at Detmold, Germany at the end of June.

Dr. R. Platt is scheduled to open a discussion on the trend of the international wheat market and Dr. H. Gehle will describe the development of the German milling industry during the past 100 years. Other papers will be delivered on a variety of subjects among which the most noteworthy are expected to be a discussion on new developments in machinery, a description of a new method of rye conditioning, ideas on

the design and layout of new mills, the needs of small and medium mills, moisture control in mills and mill management generally.

EFFECTIVE SURPLUS HANDLING URGED

At the fourth annual conference of the International Federation of Agricultural Producers which recently concluded its meeting at Stockholm, Sweden, it was resolved to press for action by responsible governments for the effective handling of agricultural surpluses. The conference made the blunt comment that it found unconvincing the reasons given by those governments subscribing to the Food and Agriculture Organization for their rejection of the proposed International Commodity Clearing House which was in line with the scheme drafted by the IFAP at last year's Canadian conference. That scheme, it will be recalled, envisaged an international agency which could effect the orderly removal of embarrassing surpluses to areas where they were most needed.

PAKISTAN JUTE PLANS PROGRESS

The program sponsored by the Pakistan government for building jute mills to use the local grown jute instead of exporting it to India has taken a step forward by the placing of an order for jute milling machinery with a firm at Leeds, England. The contract is valued at the equivalent of $3.5 million. By manufacturing within the country the Pakistan authorities hope to increase their intake of foreign currency.

FRENCH GOVERNMENT WARNS MILLERS

The French government has expressed concern at the recent pronounced increase in the black market wheat trade and the flagrant infringement of wheat and flour controls generally.

The main complaint is directed against the selling of wheat direct to the millers by the growers instead of through the officially appointed merchants. Unless this practice ceases, the authorities warn, the trade in France will once again assume the chaotic condition which characterized it prior to 1935 when legislation was introduced to organize the French milling industry, a step which was followed by the organization of the Wheat Office in 1936.

It has been stressed that it is in the interests of the producers themselves to maintain a guaranteed price for wheat as laid down in the 1936 legislation. The merchants are legally bound to accept at prices fixed by the government all wheat offered to them. The millers and other wheat users have been specifically warned that it is in their own interests to discourage black market trading.

Penalties for infringement, the authorities indicate, will be severe and might even mean the closure of the mills of offending organizations either temporarily or permanently.

—BREAD IS THE STAFF OF LIFE—

Canadian Flour Production Down During April

TORONTO—Wheat flour production for mills in Canada for April fell below that of the previous month. However, the April output of 1,628,351 bbl. showed a small increase over the same month last year when the production was 1,582,191 bbl. Total production for the three-quarter period of present crop year ending with April amounted to 15,680,547 bbl. against 15,645,691 bbl. for the same three-quarters of 1948-49.

Winter wheat flour production, amounting to 73,974 bbl. for April, was the lowest monthly output so far this crop year. The comparative production for the same month last year was 72,616 bbl. Total winter wheat flour production for the nine months ended April amounted to 721,700 bbl. against 1,090,948 bbl. for a like period in 1948-49.

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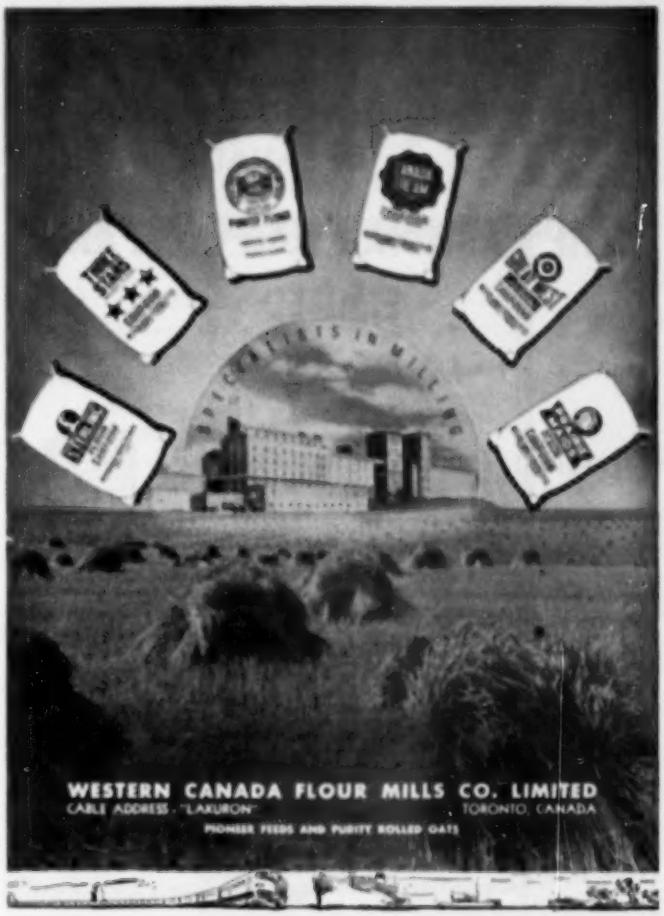
Mills reporting April operations had a total milling capacity of 97,775 bbl. per 24-hour day and over a 24-day working period in the month 69.4% of this was effective compared with 70.2% for March.

Exports of flour for April continued steady with 731,959 bbl. shipped to other countries compared with 748,380 bbl. for the same month last year. Total exports for nine months from August to April 1949-50 amounted to 7,256,105 bbl. while for the same three quarters of previous crop year the total was 8,333,387 bbl.

—BREAD IS THE STAFF OF LIFE—

CANADIAN MILLFEED EXPORTS

TORONTO—During April, 1950, Canadian exports of millfeeds amounted to 59,034 cwt. compared with 210,040 cwt. for the same month a year ago. Of these amounts the U.S. took 58,129 cwt. and 198,245 cwt. respectively.



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AT ONTARIO MEETING—The group at the head table at the recent annual meeting of the Ontario Flour Millers Assn. is shown above. Standing, back row, left to right: F. Morley Vanstone, Vanstone Flour and Feed Mill, Bowmanville, vice president OFMA; H. J. Dowett, secretary-manager, OFMA; A. E. Cooper, Coulsworth & Cooper, Ltd.; B. Bernard, Maple Leaf Milling Co., Ltd., Toronto, master of ceremonies. Front row: J. J. Page, McCarthy Milling Co., Ltd., Streetsville, president, OFMA; A. D. Clark, Toronto Elevators, Lt., Toronto; J. W. Ham, Frank B. Ham & Co., Ltd., Toronto.

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TORONTO 1, CANADA

Ontario Millers Hear Reports on Wheat Research, Marketing

TORONTO—The annual meeting of the Ontario Flour Millers Assn. was held in Toronto June 19. The luncheon was an informal affair with no guest speakers.

G. F. Perkin, chairman, Ontario Farm Products Marketing Board, and W. H. Waddell, chief of research (winter wheat) Ontario Agricultural College, Guelph, were guest speakers at the afternoon session.

Mr. Perkin outlined the functions of the Ontario Farm Products Marketing Board and discussed briefly the question of the proposed marketing plan for Ontario winter wheat. He pointed out that before any marketing plan can become operative under the administration of the board, it is necessary to have at least two thirds of the producers vote in favor of the plan.

Mr. Waddell spoke on genetics and its bearing on his work at the Ontario Agricultural College on winter wheat improvements.

A special feature of the meeting was the recognition by the association of anyone connected with a member mill who has been continuously engaged in the flour milling industry for 60 years or more. G. M. McNab, Campbell & McNab, Douglas; John Rock, John Rock & Son, Tillsonburg and Byron Schwartz, Snider Flour Milling Co., Ltd., St. Jacobs, qualified. Mr. Schwartz, the only one of the trio in attendance, was presented with a pen and pencil set, and similar sets are to be sent to Messrs. McNab and Rock.

J. J. Page, McCarthy Milling Co., Ltd., Streetsville, was elected president for the coming year. F. Morley

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LAWRENCE, KANSAS
ZEPHYR FLOUR
AS FINE A BAKING FLOUR AS A BAKER CAN BUY AT ANY PRICE
Established 1876

Vanstone, Vanstone Flour and Feed Mill, Bowmanville, vice president, and George W. Baldwin, Aurora Milling Co., Ltd., Aurora, treasurer.

The grain and allied trades were again hosts at a dinner and entertainment following the meeting. B. Bernard, Maple Leaf Milling Co. Ltd., Toronto, served as master of ceremonies.

—BREAD IS THE STAFF OF LIFE—

Tax Appeal Board Rules Hedging Not Part of Farm Expense

WINNIPEG—The income tax appeal board has ruled that grain hedging is "not a normal or necessary incident in the earning of income from a farm."

The board dismissed an appeal by an Alberta farmer, Ralph A. Hurlburt, of Camrose. He had appealed against a revenue department decision disallowing grain hedging losses as a deduction in his 1946 income tax assessment.

Evidence showed that Hurlburt, in partnership with L. M. and R. G. Byers, had dealt in rye futures in the grain exchange and had suffered a net loss of $2,450. He claimed his share of the loss as a deduction for income tax purposes.

The appeal board found that so far as Hurlburt was concerned the futures transactions in rye did not give rise to disbursements or expenses "wholly, exclusively and necessarily" laid out for the purpose of earning the farm income.

—BREAD IS THE STAFF OF LIFE—

CANADIAN EXPORTS FOR WEEK ABOVE 6,000,000 BU.

WINNIPEG—More than 6,000,000 bu. of Canadian wheat and flour was worked for export last week. Class 2 sales were restricted to less than 29,000 bbl., while total flour sales were under 72,000 bbl. All of the wheat was worked to IWA destinations, including 3,837,000 bu. for the United Kingdom; 1,120,000 bu. for South Africa; 292,000 to Bolivia; 231,000 to Ireland and 158,000 bu. for Belgium.

—BREAD IS THE STAFF OF LIFE—

HEADS ELEVATOR FIRM

TORONTO—Charles S. Band was elected president of the Goderich Elevator & Transit Co. at the annual meeting held in Goderich recently. G. L. Parson retired as president to become chairman of the board. The company operates four grain elevators at Goderich with a capacity of 3 million bushels.

—BREAD IS THE STAFF OF LIFE—

CANADIAN VISIBLE STOCKS

TORONTO—The visible supply of Canadian wheat June 8 totaled 108,228,067 bu. Of this amount 47,435,136 bu. were in the western division, 18,744,571 bu at eastern lake ports, 16,692,329 bu. at eastern seaboard ports, 1,252,056 bu. in transit lake, 941,974 bu. in transit rail (eastern division) and 125,842 bu. in store in the U.S.

—BREAD IS THE STAFF OF LIFE—

LOCKWOOD ANNIVERSARY

CINCINNATI — The Lockwood Manufacturing Co., Cincinnati, celebrated its 50th anniversary in business recently with a company party attended by 300 guests, including employees and their families. The program included a dinner and a display of company products during the 50-year period. Receiving the guests were Harold E. Lockwood, president and treasurer, and his wife, and Mrs. H. A. Lockwood, vice president, and wife of the founder of the business.

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KANSAS GRAIN COMPANY

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Stock Market Picture

Quotations on baking, milling and allied stocks listed on the New York Stock Exchange and the New York Curb Market:

	High	Low	Close June 13	Close June 14
	—1950—		1950	1950
Allied Mills, Inc.	19⅝	17½	19⅝	19⅝
Allis-Chalmers	33⅞	31⅝	33½	33⅞
Pfd. $3.33	91	86½	87½	86½
Am. Cyanamid	76⅝	69	74⅝	75⅞
Pfd.	120½	113⅝	119⅝	118
A-D-M Co.	41½	34⅝	38	38½
Borden	51⅝	48⅞	50½	51⅛
Burry Biscuit Corp.	5½	3⅝	4½	4½
Cont. Baking Co.	19⅝	14⅝	18	18
Pfd. $5.50	100	94	94	94
Corn Pr. Re. Co.	73⅞	62½	67½	67⅞
Pfd. $7	187½	182½	184½	184
Cream of Wheat	30½	28⅞	29	29
Dow Chemical	71	54½	67⅞	69⅝
A Pfd. $4	111½	109	111½	109½
2nd Pfd. $5.33	150½	150½	150	150½
**Flour Mills of America, Inc.	12	10	*11½	10⅝
Gen. Baking Co.	12	10	10	10
Pfd. $8	156	153	153	153
Gen. Foods Corp.	51⅝	47⅝	50½	50⅝
Pfd. $3.50	103	99½	103½	102
General Mills, Inc.	57½	54⅝	54½	56
2⅝% Pfd.	115	108	109½	111½
5% Pfd.	157½	155⅝	155⅝	155⅝
Gct. A&P Tea Co.	140⅝	129½	130⅝	130½
Pfd. $5	137	129	133	133
Hathaway Bakeries, Inc., "A"	11⅝	9⅝	9⅝	9⅝
Horn & Hardart Corp of N.Y.	35	32½	33½	33
Hovch & Co.	63	39⅝	38⅝	39½
Pfd. $3.50	100	96	99	99½
Pfd. $6	166	159	153½	159½
Nat. Biscuit Co.	39⅝	35⅝	37⅝	37½
Pfd. $7	186	181⅝	184	183½
Nevadel-Agene	18½	16⅝	14⅝	17⅝
Omar, Inc.	19	16⅝	18	18½
Pillsbury M., Inc.	31⅝	29½	31½	32½
Pfd. $4	106	103	104⅝	*104⅝
Procter & Gamble	67½	58	61½	62½
Purity Bak. Corp.	31⅝	29⅝	29⅝	29⅞
Quaker Oats Co.	109½	98	104	104
Pfd. 6%	160½	154	159½	160
Ralston Purina Co., Pfd. $3.75	102½	100	100½	101
St. Regis Pap. Co.	9⅝	7⅝	8⅝	9½
Pfd. $4.00	93	85	85½	87
Std. Brands, Inc.	24½	19⅝	21⅝	22½
Pfd. $4.50	96⅝	89½	94	93½
‡Sterling Drug	39⅝	30½	30⅝	30⅝
Pfd. $3.50	100	90	90½	90½
Sunsh. Biscuits, Inc.	63⅝	55	56⅝	59
Un. Biscuits of Am.	33	28	30½	30⅝
Pfd. $4.50	110	100½	*110	109½
Victor Ch. Works	51⅝	44½	50⅝	50
Pfd. $5.50	101	96½	98	*98
Wagner Bak. Co.	9½	6	6	6½
Ward Baking Co.	19⅝	13⅝	18⅝	18⅝
Warrants	6⅝	4	4½	4½
Pfd. $5.50	105½	97	102½	101½

	Bid	Asked
‡Colorado Milling & Elev. Co.	13	14
‡Safety Car Heating & Lighting Co., Inc.	17½	19
‡Standard Milling Co.	6⅝	7½

Closing bid and asked prices on stocks not traded June 14:

	Bid	Asked
Horn & Hardart Corp. N.Y.,		
Pfd. $5	110	117
Pfd. $6	159	164½
Wag. Bak. Co., Pfd.	111½	114

*Previous close. **Midwest stock market. Over counter. ‡Subsidiary Sterwin Chemicals, Inc.

CANADIAN STOCKS

	High	Low	Close June 9	Close June 16
	—1950—		1950	1950
Canada Bread	1.81½	1.35	1.40	1.35
Canada Bread, B Pfd.	47½	39½	39½	39½
Canadian Bakeries	11½	8⅝	8⅝	8½
Can. Food Prod.	6.00	3.00	4.75	4.75
A	14	9	10⅝	10
Pfd	75½	60	65	60
Catelli Food	50	38½	46	50
Consolidated Bak.	9½	8	9	8½
Fed. Grain A	11⅝	9	11	11½
Fed. Grain Pfd	121	113	123	123
General Bakeries	3.00	2.35	2.65	2.60
Lake of the Woods	38½	32½	34	34
Maple Leaf Mills	10½	8⅝	8	8⅝
Ogilvie Flour	21½	19⅝	21	21⅝
Pfd.	175	165	165	165
Purity Flour	8⅝	6	6⅝	6⅝
Pfd	48⅝	43½	47	48
Toronto Elevs.	10⅝	9⅝	10½	10
United Grain, A	19½	18	18⅝	19
George Weston	38	30	36½	36½
Pfd. 4½%	101	100	101	101
Woods Mfg.	30	23	23⅝	23½

Closing bid and asked prices on stocks not traded:

	Bid	Asked
Inter-City Bakeries		
Lake of the Woods, Pfd.		
McCabe Grain B	6½	7½
Mid-Pacific Grain	16½	
Reliance Grain		
St. Lawrence Flour	15	18
St. Lawrence Flour, Pfd.		140
Western Grain	1.50	
Western Grain, Pfd.	47	

Rye Flour Output

Following is the rye flour output reported to The Northwestern Miller by principal mills at Chicago, Minneapolis and outside points in the Northwest, in sacks, with comparative figures for the previous weeks:

	June 3	June 10	June 17	June 24
Five mills	23,132	20,916	25,187	*23,442

*Four mills.

MILLING ENGINEERS, INC.

Designers and Builders for the Grain Processing Industries

1911 Baltimore • Kansas City, Mo.

American Ace

—A superior bread flour, milled in one of the West's very finest flour mills.

American Flours, Inc.
NEWTON, KANSAS

BLAIR'S Certified FLOUR FEEDS

BLAIR MILLING CO., Atchison, Kans.

"Whitewater Flour"
Ground Where the Best Wheat Is Grown
WHITEWATER FLOUR MILLS CO.
Whitewater, Kansas

"RUSSELL'S BEST"
"AMERICAN SPECIAL"
Our mill is located in the high protein wheat district of central western Kansas, and secures most of its wheat directly from growers.
RUSSELL MILLING CO., Russell, Kansas

King Milling Company
High Grade Michigan Soft Wheat Flour, Plain and Self-Rising
Successful Millers for Fifty Years
LOWELL, MICHIGAN

We Specialize in ... FLOUR for BAKERS
SPRING WHEAT • KANSAS WHEAT • SOFT WHEAT
"The Beardstown Mills"
BEARDSTOWN ILLINOIS

Evans Milling Co.
INDIANAPOLIS, IND., U.S.A.
Manufacture Kiln Dried WHITE CORN PRODUCTS
Capacity: 15,000 Bushels

THE ROSS MILLING CO.
Choice Quality Flour
Plain and Self-rising
OTTAWA KANSAS

HIGH GLUTEN FLOURS
For Bakers
The Morrison Milling Co.
Denton, Texas
Emphatically Independent

ROBIN'S BEST FLOUR
The ROBINSON MILLING COMPANY
SALINA, KANSAS

J. F. IMBS MILLING CO. ST. LOUIS, MO.
Millers of Hard and Soft Wheat Flour
DAILY CAPACITY 3,900 SACKS

RED WING FLOUR
Milled in Minnesota for Over 40 Years
THE RED WING MILLING CO., Red Wing, Minn.

House Authorizes Investigation into Use of Chemicals in Foods

By JOHN CIPPERLY

Washington Correspondent of The Northwestern Miller

WASHINGTON — The House has unanimously authorized the appointment of a select committee to investigate the extent and use of chemicals, compounds and synthetics in food and fertilizer manufacture and their possible effect upon public health. The resolution—HR323—was presented on behalf of the House Rules Committee and calls for a committee of seven House members to make the study.

The crusading zeal of the original sponsors of the resolution—Rep. Adolph J. Sabath (D., Ill.) and Rep. Frank Keefe (R., Wis.)—was noted by Rep. James J. Delaney (D., N.Y.), who led the appeal for approval of the resolution in the House. He described the authors of the resolution as "outstanding crusaders in public health."

Leaving little doubt as to his own zeal in this matter, Rep. Delaney, formerly a New York City district attorney, drew on testimony given at the recent Food and Drug Administration bread standards hearing to impress his colleagues with the latent dangers of chemical products in food. He cited testimony that "two companies in 1949 sold 10 million pounds of chemicals to be used in the manufacture of bread." He cited a record of applications of 500 chemical products for use in foods that had been submitted to FDA.

Triple Purpose

The hearings to be held by the select committee of the House will have a triple purpose, according to Rep. Delaney: "(1) To do with substances of a chemical nature used in food; (2) with the use of insecticides and pesticides and their effect on food, and (3) the use of chemical in fertilizers and the residual toxicity that may carry over to food." Mr. Delaney described the hearings as an "effort to give the public information."

Bipartisan supporters of the resolution were not only concerned with the aspects of chemicals in food but some of them displayed an uncertainty over the nature of testimony given at the recent bread hearing. One Representative indicated that the investigation could not be finished in a year's time and that the study should be "a continuing one."

The resolution approved by the House gives the committee authority to subpoena witnesses before it on approval of the majority of the full committee.

Dunbar Letter

In explaining the nature of the problem confronting the committee, Rep. Delaney read into the record a letter from Dr. Paul B. Dunbar, FDA administrator, designating the problem facing FDA as "one of determining the toxicity of chemicals in food which have been insufficiently tested." Dr. Dunbar noted in his letter that it has been suggested the FDA act be amended relating to the use of new substances in food to show that they have been adequately tested to determine their safety before they may be distributed in interstate commerce.

This closing comment of the Dunbar letter has been seen by some observers as a subtle appeal to the select committee to arm FDA with this authority.

Depending on how much money the House may provide for the activities of this committee rests the scope of its activities. Some observers believe that with a congressional campaign set for the fall there is some possibility that the committee will find itself unable to repeat the extensive hearings that were held before FDA. The marked interest of Republican House members in the resolution came as a surprise to baking industry leaders here, possibly indicating that they detect political fuel for the coming congressional campaign.

—BREAD IN THE STAFF OF LIFE—

W. S. SEWELL, MILL ENGINEER, IS DEAD

Strong-Scott Mfg. Co. Specialist Succumbs to Heart Attack; Was 65 Years of Age

MINNEAPOLIS—Wilbur S. (Billy) Sewell, milling engineer for the Strong-Scott Mfg. Co., died in a local hospital June 26 following a heart attack which he suffered June 17. He was about 65 years old.

He was a member of the Hennepin Avenue Methodist Church, the Scottish Rite Order of the Masonic Lodge, and Zurah Temple of the Shrine. He was also a former member of the Association of Operative Millers and was a past president of the International Institute of Milling Technologists.

He is survived by Mrs. Sewell, three sons and four daughters, and two brothers and a sister. One of his sons, W. S., Jr., is superintendent of the Clinton (Mo.) plant of the Larabee Flour Mills Co.

Funeral services will be held from the Scottish Rite Temple June 28.

—BREAD IN THE STAFF OF LIFE—

KANSAS GRAIN CO. OPENS OFFICE IN HUTCHINSON

KANSAS CITY—The Kansas Grain Co., Kansas City, has opened an office in Hutchinson, Kansas. Don D. Millikan, formerly in the Kansas City office of the company, is manager of the new Hutchinson branch. Mr. Millikan has applied for membership in the Hutchinson Board of Trade.

While the Kansas Grain Co. has been active in the Hutchinson market in the past, for the first time the company will be directly represented by its own organization in this important hard winter wheat grain market.

The Hutchinson office also will look after the interests of other companies affiliated with Flour Mills of America, including the Kansas Flour Mills Co., operating various milling units, and Alva (Okla.) Milling Co., as well as the Alva Public Terminal Elevator Co.

—BREAD IN THE STAFF OF LIFE—

BAKERS CLUB OF CHICAGO PLANS FIRST GOLF OUTING

CHICAGO—The first 1950 golf tournament of the Bakers Club of Chicago will be held at the Elmhurst Country Club June 29. Chairman of the committee is Carl Hornkohl, Carl Hornkohl Co., Chicago.

One of Chicago's leading news commentators, John Harrington of radio station WBBM, a regular at the Bakers Club of Chicago golf tournaments, will mention the tournament during his broadcast the day before the event. He will participate in the evening program.

About 80 members whose birthdays occur during May and June, will be honored guests at the dinner which is a part of the day's program. It is anticipated some 300 bakers and allied representatives from all sections of the country will be in attendance at the tournament.

—BREAD IN THE STAFF OF LIFE—

KANSAS WHEAT QUALITY HIGH, F. H. McKOWN SAYS

WICHITA, KANSAS—Present indications are that the Kansas wheat crop will average considerably higher in protein and test weight this crop, compared with last year, according to Francis H. McKown, vice president in charge of the grain department of the Kansas Milling Co., Wichita. Early receipts from the 1950 harvest are showing up exceptionally well in milling and baking qualities, he said.

The milling company grain man also believes the total crop output may exceed the recent government estimate because of the favorable weather conditions that have prevailed since June 1. A large crop may create a storage problem at Kansas terminals during the harvest movement, Mr. McKown observed.

Some storage space has been added since a year ago, but probably not enough to care for the new crop and carryover in some places, he said.

The Kansas Milling Co. a short time ago added 1,000,000 bu. to its storage capacity at Wichita, giving the company a total of 3,500,000 bu. at this terminal. In addition, the milling firm has 200,000 bu. of space at its Cherryvale, Kansas, mill and 400,000 at Marion, Ohio, as well as 600,000 bu. on 30 country elevators, an overall total of 4,700,000 bu.

Subsidy Rates Under Wheat Agreement

(In cents per bushel)

	West Coast	East Coast	Gulf*	Gulf†	Gulf‡
June 29—					
June-					
July 26	**58		..	..	..
July 14-31	48		..	..	..
June	..	49	..	..	..
July 1-31	..	43	..	..	..
June-					
July 31	..	..	50	46	46
June 21—					
June-					
July 26	**58	..	..	..	..
July 21-31	48	..	..	..	..
June	..	49	..	..	..
July 1-31	..	43	..	..	..
June-					
July 31	..	..	51	49	47
June 22—					
June-					
July 26	**58	..	..	..	..
July 21-31	48	..	..	..	..
June	..	47	..	..	..
July 1-31	..	43	..	..	..
June-					
July 31	..	..	51	49	47
June 23—					
June-					
July 26	**58	..	..	..	..
July 21-31	48	..	..	..	..
June	..	46	..	..	..
July 1-31	..	43	..	..	..
June-					
July 31	..	..	50	48	46
June 26—					
June-					
July 26	**58	..	..	..	..
July 21-31	48	..	..	..	..
June	..	46	..	..	..
July 1-31	..	44	..	..	..
June-					
July 31	..	..	51	49	47

Delivery periods for flour are 15 days beyond date specified except that no delivery period extends beyond July 31.

Export period for flour is 15 days beyond date specified.

*Gulf to all of Europe, Mediterranean, Middle East, all of Africa and adjacent islands.

**Rate 1950 crop wheat and flour from California ports, 45c.

†Gulf to Far East and adjacent areas.

‡Gulf to Latin America, West Indies and Mexico.

DEATHS

George Francis Binderim, 61, Wichita, federal grain inspector, died in a Wichita hospital June 24 as a result of injuries received in an automobile accident June 11. He is survived by his widow, two sons and two daughters.

The mother of **Martin L. Johnson**, food broker in Cumberland, Md., died June 13 following a lengthy illness. She was 75. She is survived by Mr. Johnson and Ernest T. Johnson, her grandson, a salesman for the Johnson firm.

Joseph M. Clark, 81, retired grain dealer of Valley Center, Kansas, died in a Wichita hospital June 23. He was widely known in the Wichita trade area. He is survived by two daughters and three sons.

Mrs. Whitney Eastman, wife of a vice president of General Mills, Inc., was presumed lost in the crash of a Northwest Airlines plane June 23. Details elsewhere on this page.

W. S. (Billy) Sewell, milling engineer for the Strong-Scott Mfg. Co., Minneapolis, died June 26. Details elsewhere on this page.

Elmer E. Adams, 88, at one time president of the Red River Milling Co., Fergus Falls, died there June 23. A former editor of the Fergus Falls Journal and president of the Fergus Falls National Bank in addition to his milling affiliations, Mr. Adams served five terms in the state house of representatives and two terms in the state senate.

Mrs. Clara M. Faber, 85, mother of **George L. Faber**, Chicago manager of King Midas Flour Mills, died in Chicago June 26 following a lingering illness. Burial was at Chaska, Minn. Mrs. Faber is survived by four sons, **George, Clarence and William Faber** and **Paul Shillock**.

—BREAD IN THE STAFF OF LIFE—

MRS. WHITNEY EASTMAN LOST IN AIRPLANE CRASH

MINNEAPOLIS — Mrs. Whitney Eastman, wife of Whitney Eastman, vice president, General Mills, Inc., was presumed lost aboard the Northwest Airlines plane which crashed in Lake Michigan the night of June 23 in the nation's worst commercial airlines' disaster.

Mrs. Eastman was returning from a visit with relatives in New York.

She and her daughter, Mrs. Morrow Peyton, had planned to leave Minneapolis by air June 26 for San Francisco, where another daughter, Marie, was to be married this week.

—BREAD IN THE STAFF OF LIFE—

COCKTAIL PARTY HELD BY BAKERS CLUB, INC.

NEW YORK—The annual spring cocktail party and buffet supper of the Bakers Club, Inc., attracted approximately 90 members of the group to the club's quarters in the Hotel Shelton June 20.

The party offered an attractive spread of cold meats, assorted salads, bread, pastries, coffee and other choice food items for the crowd which overflowed onto the outdoor terrace of the club quarters.

The annual affair was under the direction of Frank X. Ragan, Standard Brands, Inc., New York, chairman of the entertainment committee.

MOSTLY PERSONAL

George E. Swarbreck, manager of the London office of The Northwestern Miller cables that **Richard Jeremy Swarbreck,** weighing 9 lb. less half an ounce, was born June 25. Mother and son, he reports, are doing well, and he adds "If bulk is up to sample the grade will be top patent."

●

Carl Young, eastern sales manager, Nappanee (Ind.) Milling Co., Inc., was in the New York area during last week. He made his headquarters with **J. H. Blake,** the mill's local representative.

●

A. J. Oberg, eastern sales manager, King Midas Flour Mills, Minneapolis, left New York by plane June 23 after a short business stay at the mill's local offices.

●

Charles B. Dreyer, Dreyer Commission Co., Kansas, and **Mrs. Bernice Kander** of Kansas City were married in Kansas City June 25.

●

Clarence Francis, chairman of the board, General Foods Corp., received an honorary Doctor of Laws degree at the recent commencement exercises of Trinity College. The president of the college, **G. Keith Funston,** himself a director of General Foods, conferred the degree.

●

Glenn R. Krueger, president of the central division of General Mills, Inc., Chicago, has been elected a trustee of Hamline University, St. Paul. Mr. Krueger is a Hamline graduate.

●

Herman Steen, vice president of the Millers National Federation, Chicago, attended the meeting of the North Pacific Millers Assn. in Seattle June 23.

●

Bernard Vilgrain, son of the managing director of Grands Moulins de Paris, is spending three weeks in Minneapolis during a two-month tour of milling centers in the U.S. The Vilgrain family has controlling interest in a group of 10 mills in France which account for about 10% of that country's total milling capacity.

●

Harry C. Lautenssack, president, eastern division General Mills, Inc., Buffalo, called on the New York metropolitan trade during a brief visit in that area.

●

Announcement has been made of the engagement and approaching marriage of **Miss Inell Benton,** Oklahoma City, and **Tom Quimby,** Enid, Okla. Mr. Quimby is connected with the Pillsbury Mills, Inc., sales department in Enid, and Miss Benton is cashier in the company's Oklahoma City office. The wedding will take place this summer. After a wedding trip the couple will establish a home in Enid.

●

Jeffery N. Love, N. B. Love Pty., Ltd., flour miller, Engfield, N.S.W., Australia, consulted with officials of the Millers National Federation in Chicago June 21.

●

Howard B. Cunningham, vice president in charge of purchasing, National Biscuit Co., New York, was in Toledo recently visiting the flour mill owned and operated by the company. The mill is closed down for two weeks for vacations.

●

E. V. Hetherington, flour quality control, wheat survey and macaroni service, General Mills, Inc., Minneapolis, was a recent visitor to the company's southwestern division headquarters in Oklahoma City.

●

Clifton L. Shearer, Oklahoma City, supervisor, Pillsbury Mills, Inc., is on vacation at Lake Texhoma where he is fishing.

●

Harold Johnson and **Walter Gage,** Cargill, Inc., Minneapolis, and **W. E. Bindenagel** of the Kansas City office spent a day visiting the grain trade in Hutchinson, Kansas, last week.

●

W. H. Bowman, president, Arme-Evans Co., Inc., Indianapolis, spent a day in Pittsburgh recently with **Vic Wintermantel** and **H. H. Walther,** flour brokers.

●

M. L. Nelson has been appointed sales manager at St. Joseph, Mo., for the National Biscuit Co. He started with the company in Kansas City as a salesman and later was promoted to sales supervisor in Kansas City.

●

Miss Jane Fuchs, daughter of the late Charles T. Fuchs, at the time of his death president of Fuchs Baking Co., South Miami, Fla., will be married in the near future to **George M. Wilson.**

●

J. Phil Joyce, president of the Wisconsin Bakers Assn., Inc., and manager of the Colvin Baking Co., Janesville, Wis., is one of the 19 local business men on the organization committee of the Chamber of Commerce's "Janesville Industrial Development, Inc." The group will direct its efforts at bringing new industry and business to the city and holding those firms already located there.

●

Robert J. Keith, advertising director, Pillsbury Mills, Inc., Minneapolis, will speak at the national mid-year conference of the American Marketing Assn. July 17-19 in San Francisco. His topic will be "Advertising and the Geography of Markets."

●

Employees of Globe Mills, Pillsbury Mills, Inc., Ogden, held their annual picnic June 24, in South Fork Canyon. The mill furnished ice cream and soft drinks, with **Glenn Blanche,** chemist, chairman of activities. There were races, softball, bluerock shooting and prizes for winners during the day.

●

Robert T. Beatty, who until his recent retirement was a member of the editorial staff of The Northwestern Miller, entered a Minneapolis hospital June 24 for observation. Mr. and Mrs. Beatty maintain their residence at Winter Park, Fla.

●

Robert B. Dodds, New Haven, Conn. vice president of the Safety Car Heating & Lighting Co., Inc., and manager of its Entoleter division, spent last week in Minneapolis on business.

GENIAL HOSTS—Alfred and Charles Rossotti, Rossotti Lithograph Corp., North Bergen, N. J., get their annual spaghetti buffet supper off to a pleasant start at the annual convention of the National Macaroni Manufacturers Assn. at the Edgewater Beach Hotel, Chicago, June 19-20. Smiles of anticipation are shown by Peter J. Viviano, (left) Delmonico Foods, Inc., Louisville, Ky.; Peter La Rosa, V. La Rosa & Sons, Brooklyn; and Joseph Pellegrino, Prince Macaroni Manufacturing Co., Lowell, Mass.

Macaroni Manufacturers Group Puts 6 New Directors on Board

By DON E. ROGERS
Central States Manager
The Northwestern Miller

CHICAGO — Six new members were elected to the board of directors of the National Macaroni Manufacturers Assn. at the 46th annual convention held at the Edgewater Beach Hotel June 19-21. (For other convention details, see The Northwestern Miller of June 20, page 12.)

The new directors are: Emanuel Ronzoni, Ronzoni Macaroni Mfg. Co., Long Island City, N.Y.; Samuel Arena, V. Arena & Sons, Norristown, Pa.; C. W. Wolfe, Megs Macaroni Co., Harrisburg, Pa.; Carlo D'Amico, D'Amico Macaroni Co., Chicago; J. Harry Diamond, Gooch Food Products Co., Lincoln, Neb., and Walter Vellaume, Minnesota Macaroni Co., St. Paul.

Directors who were reelected are: Joseph Pellegrino, Prince Macaroni Mfg. Co., Lowell, Mass.; Alfred J. Rossi, Procino-Rossi Corp., Auburn, N.Y.; A. I. Grass, I. J. Grass Noodle Co., Chicago; Peter J. Viviano, Delmonico Foods, Inc., Louisville, Ky.; Thomas A. Cuneo, Ronco Foods, Memphis, Tenn.; J. Laneri, Fort Worth (Texas) Macaroni Co.; E. DeRocco, San Diego (Cal.) Macaroni Co.; Vincent De Domenico, Golden Grain Macaroni Co., San Francisco, and Guido Merlino, Mission Macaroni Co., Seattle, Wash.

The number of directors at large was increased from six to ten by vote of the membership changing the association's constitution. Directors at large are: Jerry Tujaque, National Food Products Co., New Orleans; Albert Ravarino, Ravarino & Freschi, Inc., St. Louis; Louis S. Vagnino, American Beauty Macaroni Co., St. Louis; Albert Weiss, Weiss Noodle Co., Cleveland, Ohio; Robert Williams, Williams Food Co., Los Angeles; John P. Zerega, Jr., A. Zerega & Sons, Brooklyn; Peter La Rosa, V. La Rosa & Sons, Inc., Brooklyn; Maurice L. Ryan, Quality Macaroni Co., St. Paul, Minn.; C. F. Mueller, C. F. Mueller Co., Jersey City, N.J., and Lloyd E. Skinner, Skinner Mfg. Co., Omaha.

C. L. Norris, the Creamette Co., Minneapolis, retiring president of the NMMA, was elected advisor to the board of directors. R. M. Green, Palatine, Ill., was renamed secretary-treasurer and M. J. Donna, Braidwood, Ill., continues to hold the position of secretary emeritus. B. R. Jacobs, Washington, D.C., was reappointed director of research.

Peter La Rose was appointed chairman of the publicity committee to work with the Theodore Sills organization, which has charge of the macaroni promotion campaign.

▼ ▼

Members of the NMMA paid tribute to M. J. Donna, secretary emeritus, for his 31 years of service to the association and his activities in organizing the National Macaroni Institute. As a token of appreciation, Mr. Donna was given a traveling case.

●

Well known industry men who were absent and to whom messages of friendliness were sent by the association were J. T. Williams, Sr., Creamette Co., Minneapolis, and Benjamin R. Jacobs, Washington, D.C., director of research. Mr. Williams is hospitalized for a physical check-up and Mr. Jacobs could not attend because of poor health and the illness of Mrs. Jacobs.

●

The mid-year meeting of the NMMA will be held at the Flamingo Hotel, Miami Beach, Fla., in Janu-

ary, 1951. Actual dates have not been set. The next annual meeting will be held at some point in the eastern states to be decided by the directors later.

●

C. L. "Bud" Norris, Creamette Co., Minneapolis, was presented with a set of matched woods and irons, golf bag and assorted equipment as a memento of his past two years as president of the NMMA.

●

The Empire Box Corp., Garfield, N.J., was host to all convention registrants and their ladies at a breakfast the first day of the convention.

●

Jay G. O'Dell, Mid-Continent Food Products, Chicago, told the macaroni and noodle men that there was such a thing as being too color-conscious on egg yolks. Tests have shown that housewives prefer a light colored yolk to a deep yellow yolk in their use of fresh eggs, he said, and the industry demands for deep yellow yolks were barring much of the egg production of the big central states egg producing states during the spring season.

●

After selecting a reliable package supplier, industry men should not hamstring the supplier with their own personal ideas of package design, according to George S. Hubbard, manager, central division, Rossotti Lithograph Corp., Chicago.

●

Macaroni and other food manufacturing plants that are clean and sanitary should let it be known to the public, J. Carl Dawson, sanitation consultant, told the NMMA men. It is a good sales tool, he said, and such plants can capitalize on cleanliness.

●

Gordon William Hostetter, general counsel, National Labor-Management Foundation, Chicago, urged that all Americans sell the American way of life at every opportunity. He cited the restrictive forms of government in many other countries of the world.

●

Macaroni products companies can step up the tempo of their businesses by teaching their salesmen the art of customer approach, B. Franklin Bills, Chicago, consultant on sales and persuasion in business, told the convention. "Don't sell lower prices—sell higher price with quality," he said. He used a system of charts and graphs to illustrate his points and kept the NMMA men highly interested for a 90-minute session.

—BREAD IS THE STAFF OF LIFE—

BEMIS COLOR-PRINTED PLASTIC BAGS OFFERED

ST. LOUIS—With the addition of new machinery in its factory at Minneapolis, Bemis Bro. Bag Co., is now offering color-printed polyethylene bags in a variety of shapes and sizes. Brand-printing, in from one to four colors, plus the transparent quality of the polyethylene make striking consumer packages possible. An inert, heat-sealing plastic material, polyethylene, is being used in practically every packaging field, ranging from tiny bags for displaying small items to large polyethylene liners used with paper or textile bags for packaging such hard-to-handle industrial products as corrosive chemicals.

Bemis also supplies polyethylene-lined kraft paper bags from its paper specialty plant at St. Louis. Multiwall paper bags with a polyethylene-coated ply are manufactured at the various Bemis multiwall bag plants, and polyethylene laminated textile bags, both cotton and burlap, are made in the Bemis waterproof departments at Brooklyn and St. Louis.

—BREAD IS THE STAFF OF LIFE—

CHASE BAG CO. PERFECTS NEW TYPE MULTIWALL BAG

CHICAGO—Chase Bag Co. announced recently the introduction of its all-crinkled "Sharkraft" multiwall paper bag for packing flour, chemicals, starch, salt and other commodities.

The new container resembles smooth multiwall paper bags in style and construction and the all-crinkled kraft used in the bag gives it inherent longitudinal stretch. Chase spokesmen said "wet crepe" or secondary creped paper, containing about 12 to 15% stretch in the individual ply construction, is used. Three, four or five-ply bags are produced by laminating the individual walls of crinkled paper together with a light coating of a pliable adhesive.

The results, according to Chase Bag Co. specialty department heads, are the toughest and most resilient

paper bags ever produced. It is claimed that the outstanding feature of these bags is their ability to expand and absorb unusual shock and strain that would burst ordinary paper bags.

Further advantages claimed for Sharkraft bags are their excellent stacking qualities. The crinkling process imparts a "non-skid" outside surface and makes it possible to stack bags 30 or 40 high without danger of sliding or toppling.

To date, 50- and 100-lb. units have been widely accepted in many industries, Chase spokesmen say. The company has completed installation of a completely new plant in St. Louis for the production of Sharkraft bags and also has creping facilities at Goshen, Ind.; Crossett, Ark.; Portland, Ore., and Philadelphia.

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PACKAGING ENGINEER FOR ARKELL & SMITHS

CANAJOHARIE, N. Y.—Arkell & Smiths, multiwall paper bag manufacturers, have announced the appointment of R. P. Kessler as packaging engineer. He is a member of the Paper Shipping Sack Mfrs. Assn. Technical Committee. He will make his headquarters at Canajoharie, N. Y., and will be in charge of the A&S packaging laboratory maintained at the main office.

SPAGHETTI AND MEAT BALLS—Enjoying the hospitality of the Rossotti Lithograph Corp., North Bergen, N. J., at a spaghetti buffet supper at the annual convention of the National Macaroni Manufacturers Assn., Edgewater Beach Hotel, Chicago, June 19-00 are, left to right, Albert Ravarino, Ravarino & Freschi, St. Louis; William Freschi of the same company; Mrs. Freschi; Nicholas Rossi, Procino Rossi Corp., Auburn, N. Y.; and Ernest Ravarino & Freschi, Inc.

Export Manager Sees Revival of Economic Strife in Europe

Paul Walther, export manager of the Weber Flour Mills Co., Salina, Kansas, has just returned from a trip to Europe, the chief purpose of which was to explore the prospects for improving and protecting the export of U.S. flour. In spite of all the talk about cooperation and close, friendly relations between the western powers, it appears to him that the deadly economic war of the thirties is being resumed there on even a bigger scale.

Dealing first with the problem of the Netherlands, where the duty-free maximum of 50,000 tons will be reached in the near future, after which importation of flour must cease or business will be done with heavy loss, Mr. Walther spent much time in discussion with officials of the U.S. Department of State and the Economic Cooperation Administration in the Hague, as he had done previously in Washington, in an effort to get temporary relief as well as a favorable permanent solution of this problem in the coming trade agreement negotiations which will take place in Torquay, England, in September.

Mr. Walther also made a trip to Frankfurt, Germany, for lengthy discussions with officials of the American High Command. While he was in Amsterdam reports had come out to the effect that the military would permit importation of duty-free wheat by the German government but saw no objection to a 10% ad valorem duty on flour. He protested vigorously against such a policy, and made it clear to the army authorities that such a duty would be just as effective and damaging as an outright embargo.

"In my talks with the authorities," Mr. Walther reports, "I also challenged them to give the right interpretation and invoke the provisions of the International Wheat Agreement. This agreement contains a general provision to the effect that the percentage of wheat flour should be determined by direct negotiations between buyer and seller. As far as Europe is concerned, governments either do the buying themselves or exercise strict controls, and consequently negotiations between private buyers and sellers are out of the question.

"In another part of the wheat agreement you will find that the wheat council is supposed to determine the quantity of flour to be taken in accordance with the historical experience in cases where an exporting country has difficulty in placing the established quota at the minimum price. The same provision is made in cases where an importing country has difficulty in getting their agreed quota at the maximum price.

"Our officials take the stand that under normal conditions an importing country would not be required to take a certain percentage of flour and that this provision only becomes effective if there are some difficulties. This to my mind is ridiculous and can never have been the intention when the wheat agreement was negotiated. Furthermore Canada and Australia certainly must place a different interpretation to this provision because both countries have in all cases insisted that the importing countries take a certain percentage of the wheat in form of flour.

It seems to me that wide publicity should be given to this question in order to bring about a different attitude of our United States officials who administer the wheat agreement."

Mr. Walther was accompanied on his European journey by Mrs. Walther.

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4 PERSONNEL CHANGES MADE BY GENERAL MILLS

MINNEAPOLIS—Four changes in General Mills' general flour sales department personnel have been announced by E. L. Schujahn, director of general flour sales. W. F. Toevs, formerly general flour sales manager at Great Falls, Mont., has been transferred to the general flour department at Minneapolis, as was W. R. Morris, Jr., formerly sales executive at Buffalo, N. Y. Replacing Mr. Toevs at Great Falls was Lynn Burke, previously supervising salesman of that district. W. B. Deatrick, formerly a New York district salesman, replaced Mr. Morris at Buffalo.

—BREAD IS THE STAFF OF LIFE—

NEW ELEVATOR PLANNED FOR PLAINVILLE, KANS.

PLAINVILLE, KANSAS — The Bowersock Mills & Power Co., Lawrence, Kansas, has announced that it will build a concrete elevator at Plainville to replace the structure destroyed by fire June 8. Estimated loss in the fire was placed at $190,000. It contained more than 70,000 bu. of wheat at the time of the blaze. No definite date has been set for completion of the new elevator.

USDA Forecasts Further Decline in U.S. Wheat Exports in 1950-51

WASHINGTON — A further decrease in U.S. wheat exports for the 1950-51 crop year is forecast by the U.S. Department of Agriculture in its current wheat situation report disclosing a probable maximum movement of 250 million bushels. However, if the most optimistic conditions for export should prevail, the U.S. export total could be boosted to 325 million bushels, this report says.

To attain this goal, it would be necessary to move the following quantities to the following destinations, a condition that few persons close to the situation here believe will occur: To International Wheat Agreement nations, including Economic Cooperation Administration financing, 225 million bushels; Japan, 50 million bushels; non-IWA countries, 10 million bushels; India, 37 million bushels.

The reason for the pessimistic view toward attainment of this highly optimistic export total lies largely in the requirements of the ECA-financed nations, which are expected to concentrate as far as possible their wheat procurement in non-dollar areas. This trend has already been shown with the Irish purchase of wheat from Australia for the 1950-51 IWA crop year.

Government officials believe that the safest estimate of our wheat exports is 225-250 million bushels, the latter level to be attained if the Canadian crop falls below 350 million bushels. The closer the Canadian crop gets to 300 million bushels, the greater the amount of wheat which will be moved from U.S. stocks. The bulk of U.S. export business is still ECA-financed and will go to Germany, Greece, Austria and Japan (Army account). Italy and the Netherlands, as ECA wards, will also be substantial wheat buyers. But the Italian crop outlook is better than it was this past year, and this casts some doubt on the volume of Italian wheat buying, even with the use of ECA funds. While bread grain procurement is likely to be decreased, coarse grain buying here will be stimulated, officials say.

Little Change Seen

Reporting on the domestic wheat situation, USDA sees relatively little change in the distribution of domestic disappearance over the current year, except for feed use where some increase is cautiously forecast on the basis of possible reduction in feed grain supplies. Probably this cautionary estimate contemplates a reduction in the oat crop, which was late in getting into the ground.

The domestic supply for the new crop year is estimated at 1,395 million bushels, consisting of 945 million bushels of new crop wheat and a carryover of old crop wheat of about 450 million bushels. Most of the old crop carryover appears to be under government control, either directly owned or under loan. Commodity Credit Corp. reports total loans on 1949 crop wheat amounting to approximately 333 million bushels and an additional 46 million bushels held under purchase agreement.

The government loan stocks are distributed as follows: Warehouse, 256,524,508 bu.; farm-stored, 76,403,029 bu. The heaviest government warehouse holdings are located in respect to size as follows: Kansas, 56,145,086 bu.; Texas, 41,791,467; Oklahoma, 39,697,760; Washington, 24,266,328; Colorado, 13,793,069, with Idaho, Nebraska and North Dakota showing more than 11 million bushels each. The largest farm-loan stocks are in Kansas, North Dakota, Nebraska, Montana and Colorado.

Disappearance Estimated

USDA estimates domestic disappearance for the coming crop year at 700 million bushels, distributed as follows: 488 million bushels for civilian and military food, 75 million for seed and 140 million for feed. These estimates compare with the following 1949 figures: food, 486 million; seed 81 million, and feed 130 million.

On the basis of exports of 250 million bushels, the carryover at the end of the 1950-51 crop year would remain at the 450-million-bushel level indicated for June 30, 1950.

Western European wheat crop prospects are better than last year, with substantial production of 310 million bushels forecast for France and an Italian crop reportedly running as high as 290 million bushels. Other improvements are reported in the crops of western Germany, the U.K., Portugal, Greece and Spain. Eastern Europe crop conditions are not reported, but weather conditions which have prevailed should make for good outturns.

It is too early to make accurate estimates of the Canadian crop, but for Mexico USDA reports the likelihood of a near-record yield of 19 million bushels, or one third larger than the 1935-39 average.

Significant increase in the Argentine crop is predicted due to incentives made by the government to producers to expand acreage.

Generally, world production prospects for wheat and rye are favorable in most areas, according to USDA.

Cuban Mill Concessions Termed Major Threat to U.S. Exporters

WASHINGTON—The erection of the new Cuban flour mill, Molinos de Harina Burrus, S.A., with the help of substantial financial concessions by the Cuban government was termed the "major difficulty facing U.S. exporters of wheat flour to Cuba" in a statment by George S. Pillsbury before the Committee for Reciprocity Information last week.

Mr. Pillsbury, overseas vice president of Pillsbury Mills, Inc., presented the statement on behalf of his company, International Milling Co. and Russell-Miller Milling Co.

Meanwhile, Rep. August H. Andresen (R., Minn.) issued a statement in Washington sharply criticizing the Truman administration for policies which contributed to the loss of U.S. flour export markets.

Shift of Trade Noted

Rep. Andresen noted sharp declines in U.S. flour exports and corresponding gains in Canadian shipments in the past few years, declaring that it is entirely within the government's power to correct the situation through the International Wheat Agreement subsidy. "So far they have refused to take this action while our millers and their employees are idle and our historic foreign markets are lost," Rep. Andresen said.

Mr. Pillsbury, after listing the concessions granted the new Cuban mill, urged that U.S. negotiators in the forthcoming reciprocal trade discussions bear in mind the discrimination Cuba has undertaken against U.S. wheat flour.

"We believe this point is pertinent in considering whether or not the U.S. should continue the perference on any product of Cuba," Mr. Pillsbury said. "We encourage the U.S. negotiators to seek some course of remedial action to correct the discrimination already imminent for U.S. flour exporters."

Imports Tax Free

Mr. Pillsbury pointed out that the new mill is permitted to import 80,000 long tons of wheat tax free, an amount which will produce 1,270,000 sacks of flour or 38% of Cuban requirements. This eventually would lead to control of the Cuban market by Molinos de Harino, Burrus, S.A., and complete loss of the market for American millers and farmers, he said.

The wheat, he said, may be expected to come from countries other than the U.S. since it is fairly certain their prices will be lower. Should the company wish to expand its operations, it is likely that the tax-free import permit would be increased, Mr. Pillsbury added. A duty of about 30¢ sack must be paid on flour imported by Cuba from the U.S., he noted.

The new mill, according to Mr. Pillsbury, also has been granted exemption from a number of taxes, for specified periods of time, including those on machinery imported for construction of the plant, capital and capital stock and general utilities.

These, he declared, indicate the many "substantial discriminations against American mills and in favor of the new project."

—BREAD IS THE STAFF OF LIFE—

USDA Prepares to Terminate Flour Buying

WASHINGTON—The U.S. Department of Agriculture is preparing an announcement of the end of its flour buying on other than a stand-by scale. With the end of the flour procurement requirement of foreign nations financed by Economic Cooperation Administration funds, USDA has decided that it is no longer necessary for it to maintain the flour procurement facilities on the scale it has operated in the past.

Some of the larger foreign recipients of flour, such as Greece, have moved to set up their own buying mission for flour here, USDA reports.

Under these circumstances foreign flour requirements will in the future be met through private trade procurement, it is said. However, if foreign nations encounter any difficulty in flour procurement the USDA facilities will be ready.

The Production and Marketing Administration grain branch stated that it had bought 102,945 bushels of wheat as flour during the week of June 19-23. Cumulative procurement of grains and flour for the period July, 1949-June 23, 1950, are reported as follows, in bushels: Wheat, 51,927,183; wheat flour, 7,526,768; grain sorghums, 1,451,113; rye, 3,993,364; rye flour, 102,679; corn, 41,500; barley, 1,381,960, and soybeans, 3,394,069.

USDA BUYS FLOUR FOR GREECE

WASHINGTON — Eighteen mills participated in sale of approximately 106,000 sacks of 80% extraction or blended flours to the U.S. Department of Agriculture this week. According to USDA officials, the flour was purchased in a range of $4.40@4.65, sacks, f.a.s., Gulf. The flour, bought for Greece, is to be shipped from mills July 20.

Presumably on the basis of reported plans this would end large scale flour buying by the USDA.

—BREAD IS THE STAFF OF LIFE—

G. M. TO PAY 50¢

MINNEAPOLIS—The board of directors of General Mills has declared a dividend of 50¢ a share on General Mills common stock, payable Aug. 1, to stockholders of record July 10. This is the 88th consecutive quarterly dividend on General Mills common stock.

—BREAD IS THE STAFF OF LIFE—

PMA Extends Storage Use Guarantee Plan

WASHINGTON — The Production and Marketing Administration announced June 23 an extension of one year in the storage use guarantee program. The plan, announced Dec. 1, 1949, was to have expired June 30, 1950, and that date has been extended to June 30, 1951.

The program was put into effect to encourage construction of commercial grain storage facilities in areas where needed. The announcement of the extension for another year follows the announcement that loans on farm storage facilities also would be available for another year. Large carryovers, PMA officials said, made necessary the continuation of these programs to encourage construction of both on and off farm storage facilities.

Under the program, the Commodity Credit Corp. does not lend money to finance construction of commercial facilities, but agrees to guarantee occupancy of the facilities constructed by commercial warehousemen, including cooperatives, in areas where additional storage is needed. Occupancy guarantees are for a period of three years on completely new structures and for two years on new additions to existing structures.

State and county PMA committees will recommend specific locations and the dates by which the facilities must be ready for use in the respective areas, PMA officials said.

Flour Sales Summaries from Leading Markets

Prices reported in The Northwestern Miller's market reviews are for flour packed in 100-lb. cotton sacks unless otherwise specified. Mill list prices are quoted in the principal manufacturing centers and sales prices in the larger distributing centers. They represent average wholesale levels and do not take into account high or low extremes at which occasional individual sales may have been made. Except as noted, the price situation reported in these columns is that of the day preceding publication.

Southwest

Kansas City: The Korean incident created a surge of speculative buying in wheat June 26, and a strong advance in the market caused some flour buyers to enter the market for supplies. The new crop trading was widely scattered, however, and by the close of the market, it had not developed into a full scale buying wave. Main interest was from independent bakers who felt that wheat prices are likely to remain relatively high in spite of new crop movement. Mills were still not pressing for sales in most instances and flour prices moved up 5@10¢ sack.

Sales in the Southwest last week were reduced from the preceding week, averaging 66% of a six-day week capacity, compared with 71% the preceding week and 77% a year ago. Only about 7% of the week's business was for export.

The bakery flour market is on the brink of an active period of sales. New crop business depends upon the extent of new wheat movement when it reaches its peak around July 4, and upon values wheat retains at that time. During the past week receipts were somewhat improved at Kansas City, but the annual rush is not expected for another week. Wheat prices have been surprisingly steady due to the movement of some of the supply into the spring wheat area and because of the fact that producers are keeping title to as much of the new wheat as possible.

Texas and Oklahoma movement is about finished, and new crop selling of flour by mills in that area has not surged ahead to the extent that Kansas millers have been forced to sell. Most of the millers in this area are keeping prices at a reasonable basis, allowing discounts only on immediate shipment business. These discounts amount to little more than 10¢ sack. The fact that markups are quoted on 120-day shipment continues to keep new crop business at an unusually slow pace, and very little business has been done on a July forward basis.

Thus, practically all business in the past week out of Kansas City and the vicinity has been on a price-date-of-shipment basis, with a few scattered spot cars sold and occasionally a car or two for July or August shipment. It remains to be seen just what develops from here. Millers have a large amount of so-called resting orders for 120-day shipment that vary 10@30¢ under the current market. Action of the wheat market will determine the basis for this business. A price decline of about 20¢ sack by spring wheat mills last week also tended to hold business in this area at a minimum.

Family flour business is slack, as well as other specialty flours. Clears are firm to sharply stronger due to the pending PMA buying. The government on June 27 is buying 106,000 sacks of clears for July 20 shipment from mills only five days later than the 47,000 sack order which was placed a week ago. This has put a crimp in clears supplies and the market shot up 10@15¢ sack June 24.

Other export business is slow. Some additional new crop sales have been made in Latin America, but in a number of countries in that area U.S. mills are failing to sell a quantity equal to the Canadian trade. Denmark bought a few scattered lots of flour for new crop export last week. Italian buying of an estimated 9,000 tons of flour is still pending.

Backlog of orders at mills in the area was extremely low and most were depending on p.d.s. business to keep plants operating. Output was only 60% of capacity last week at Kansas City.

Quotations, June 24, carlots, Kansas City, cottons: hard winter bakery short patent $5.10@5.20, standard 95% patent $5.00@5.15, straight $4.94@5.05; established brands of family flour $6.00@6.65, first clears $4.10@4.50, second clears $3.90@3.95, 1% ash clears or higher $3.75@3.85; soft wheat short patent $6.45@6.65, straight $5.00@5.10, cake flour $5.75@6.15.

Seven mills report domestic business fair, 6 quiet, 6 slow, 6 dull.

Hutchinson: Another dull week passed with the trade generally marking time pending an expected break in the market with the general Kansas harvest. Inquiries were not lacking, but new bookings were. Sales were limited to a few small spot lots. Forward bookings were entirely lacking. Such offers as were received were trimmed too low. Operations continued 50% or lower. Quotations were off 5@10¢ sack and mills were willing to shade these another dime for June shipment. Quotations, Kansas City basis: Family patent $5.65@5.75; baker's patent $5@5.05, standard $4.90@4.95.

Salina: Demand for flour last week was very slow with prices a trifle lower than the previous week. Shipping directions are lagging.

Texas: Bakers last week appeared to have decided that they should no longer delay booking their forward needs. Total sales were probably around 200% of capacity, of which far the greater part was bakers flour, as the demand for family flour continued poor. Some mills declined to take part in this bakery business, considering the prices obtainable were too low. Running time continued at three to four days. Prices were about unchanged, compared with the week previous. Quotations, June 24: Family extra high patent $6.10@6.40, high patent $5.80@6.10; standard bakers, unenriched, $5.35@5.45; first clears, unenriched, $4.45@4.60, delivered T. C. P.

Oklahoma City: Sales last week ranged to 300% and averaged 81%, compared with 70% the previous week and 100% a year ago. Domestic bookings were divided 75% to the bakers and 25% to the family buyers. Operations averaged 85%, compared with 78% the previous week and 80% a year ago. Prices closed 10@15¢ lower. Quotations, delivered Oklahoma points June 24: Carlots, family short patent $5.80@6.45, standard patent $5.55@6.10; bakery unenriched short patent $5.45@5.57, standard patent $5.20@5.32, straight grade $5.10@5.20; truck lots 35¢ higher on all grades.

Wichita: Mills operated at 67% of capacity last week, compared with 64% the preceding week and 90% a year ago. Domestic sales increased and averaged 70%, compared with 55% the preceding week and 82% a year ago. No export sales were reported. Shipping directions were poor to fair. Prices were unchanged to 5¢ sack lower for nearby; for deferred, they were up 10¢ on bakery flour and down 5¢ on family flour, compared with the preceding week.

Northwest

Minneapolis: A larger volume of flour business for July shipment was chalked up last week when price reductions on spring wheat flour were put into effect. The entire list of quotations was revised downward, with additional discounts offered for June-July, and sales more than doubled the previous week's total.

Bakers' inventories had declined to almost nothing, and the amount of business on spring wheat mills' books also was at probably its lowest point. The combination of these factors resulted in the sales drive.

Speculative buying as a result of the Korean hostilities boosted the wheat market June 26, and for a time the same discounts on flour that prevailed the previous week were in effect while the market advanced. By the close, however, most mills had advanced their prices to put them out of the market.

Sales were concentrated in eastern territories, with only some part of the mills offering comparable discounts in other sections of the country.

Meanwhile, the family flour market showed little change, with sales mainly price-date-of-shipment transactions. Shipping orders were somewhat reduced from the previous week. Prices declined 10¢ sack.

Sales by spring wheat mills averaged 93.5% of six-day capacity, compared with 42.8% the previous week and 57% a year ago. Shipments from mills averaged 68%, compared with 67.3% the previous week.

Operations of Minneapolis mills increased to 75% of capacity from the 63% reported the preceding week. A year ago operations were 56% of capacity in the comparable week. For the entire Northwest, production was 64% of capacity, compared with 60% the previous week and 62% a year ago.

The quotations below are the levels in effect before mark-ups were made late June 26.

Quotations June 26: Standard patent $5.20@5.30, short patent $5.40@5.50, high gluten $5.55@5.65, established brands of family flour, enriched $6.80, first clear $5.15@5.75, whole wheat $5.25@5.35.

Interior Northwest Mills: Sales reports from interior mills varied from poor to good, with a number of concerns noting fair business. Almost all, however, noted some improvement over the previous week. Production averaged 59% of capacity, unchanged from the previous week and smaller than the 66% reported a year ago.

Sales Under Wheat Agreement

Importing countries—	Guaranteed purch., bu.	Exporting countries—total sales, 1,000 bu.— United States*— Wheat	Flour	Total	Australia†	Canada†	France‡	Total
Austria	11,023	9,626	1,220	11,066	....	....	....	11,066
Belgium	30,200	8,386	17	8,403	....	8,236	....	16,639
Bolivia	2,756	404	565	969	....	719	....	1,688
Brazil	18,326	....	77	77	....	2	....	79
Ceylon	4,409	....	....	....	4,409	....	....	4,409
Costa Rica	1,192	34	423	457	....	379	....	836
Cuba	7,422	40	1,452	1,492	....	4,868	....	6,360
Denmark	1,617	765	140	904	....	232	....	1,136
Dom. Republic	724	....	98	98	....	585	....	683
Ecuador	1,286	....	675	675	....	606	....	1,281
Egypt	9,819	....	....	....	6,864	1,042	....	7,906
El Salvador	494	33	234	267	....	115	....	382
Germany	66,110	26,723	....	26,723	....	....	....	26,723
Greece	16,726	11,338	1,466	12,804	....	....	....	12,804
Guatemala	367	....	297	297	....	121	....	418
Haiti	1,029	....	91	91	....	945	....	1,036
India	38,387	....	....	....	38,274	....	....	38,274
Ireland	10,194	3,035	187	3,222	....	3,808	....	7,030
Israel	5,679	1,949	384	2,333	229	2,932	....	5,494
Italy	68,416	8,611	1,211	9,822	....	....	....	9,822
Lebanon	3,388	....	130	130	....	1	....	131
Mexico	9,166	8,837	....	8,837	....	349	....	9,186
Netherlands	27,554	18,239	4,515	22,754	2,279	500	1,478	27,003
New Zealand	4,593	....	....	....	3,795	....	....	3,795
Nicaragua	304	....	213	213	....	88	....	301
Norway	7,736	3,372	2,676	6,048	513	1,153	....	7,714
Panama	436	....	116	116	....	316	....	432
Peru	6,612	4,156	....	4,156	317	58	....	4,531
Philippines	7,202	....	1,333	1,333	24	1,205	....	2,562
Portugal	5,144	4,062	834	4,896	55	274	....	5,225
Saudi Arabia	1,627	37	385	422	10	235	....	667
Sweden	2,756	....	....	....	1,998	....	....	1,998
Switzerland	4,430	....	....	....	....	4,430	....	4,430
U. of S. Africa	11,023	....	....	....	2,000	5,000	....	7,000
U. K.	177,063	14,448	3,278	17,726	26,555	134,458	1,837	174,904
Venezuela	4,777	....	918	918	....	3,944	....	4,862
Totals	525,067	139,290	22,227	161,557	79,741	174,040	3,307	412,545
Guaranteed quantities (exporting countries)				255,858	80,790	201,067	3,365	525,067
Balance				94,301	1,050	27,027	58	112,522

*Sales confirmed by CCC through June 20, 1950. †Sales recorded by Wheat Council through June 16, 1950. ‡Unofficial quantities.

SUMMARY OF FLOUR QUOTATIONS

Week-end flour quotations, in sacks of 100 lb. (Canadian quotations in barrels of 196 lb.). All quotations on basis of carload lots, prompt delivery.

	Chicago	Mpls.	Kans. City	St. Louis	Buffalo
Spring family	$...@7.05	[illegible]	$...@...	$...@...	$7.15@7.25
Spring top patent	5.65@5.90	...@...	...@...	...@...	...@...
Spring high gluten	...@...	[illegible]	...@...	...@...	6.10@6.15
Spring short	...@...	[illegible]	...@...	[illegible]	...@...
Spring standard	5.50@5.80	[illegible]	...@...	[illegible]	5.75@5.80
Spring first clear	4.95@5.50	[illegible]	...@...	[illegible]	5.25@5.35
Hard winter family	...@...	...@...	[illegible]	[illegible]	...@...
Hard winter short	5.30@5.60	...@...	[illegible]	[illegible]	...@...
Hard winter standard	5.20@5.40	...@...	[illegible]	[illegible]	5.70@5.75
Hard winter first clear	...@4.65	...@...	[illegible]	[illegible]	5.40@5.45
Soft winter family	...@...	...@...	...@...	[illegible]	...@...
Soft winter short patent	5.90@6.64	...@...	[illegible]	[illegible]	5.60@5.65
Soft winter standard	5.00@6.15	...@...	...@...	...@...	...@...
Soft winter straight	...@...	...@...	[illegible]	[illegible]	5.40@5.45
Soft winter first clear	5.20@5.80	...@...	...@...	[illegible]	4.65@4.70
Rye flour, white	[illegible]	[illegible]	...@...	[illegible]	[illegible]
Rye flour, dark	[illegible]	[illegible]	...@...	[illegible]	[illegible]
Semolina, standard	[illegible]	[illegible]	...@...	[illegible]	[illegible]

	New York	Phila.	Boston	Pittsburgh	Atlanta
Spring family	$...@...	[illegible]	$...@...	[illegible]	$...@...
Spring high gluten	[illegible]	[illegible]	[illegible]	[illegible]	...@...
Spring short	...@...	[illegible]	[illegible]	[illegible]	...@...
Spring standard	[illegible]	[illegible]	[illegible]	[illegible]	...@...
Spring first clear	[illegible]	[illegible]	[illegible]	[illegible]	...@...
Hard winter short	[illegible]	[illegible]	[illegible]	[illegible]	...@...
Hard winter standard	[illegible]	[illegible]	[illegible]	[illegible]	...@...
Soft winter family	...@...	...@...	[illegible]	...@...	...@...
Soft winter straight	[illegible]	...@...	[illegible]	...@...	...@...
Soft winter standard	...@...	[illegible]	...@...	...@...	...@...
Rye flour, white	[illegible]	[illegible]	...@...	[illegible]	...@...
Rye flour, dark	...@...	...@...	...@...	[illegible]	...@...
Semolina, standard	[illegible]	...@...	...@...	[illegible]	...@...

	Seattle	Los Angeles
Family patent	[illegible]	$...@...
Bluestem	[illegible]	...@...
Bakery grades	[illegible]	...@...
Pastry	[illegible]	...@...

	Toronto	**Winnipeg
Spring top patent	[illegible]	[illegible]
Spring second patent	[illegible]	[illegible]
Spring first clear	[illegible]	...@...
Spring exports‡	[illegible]	...@...
Ontario soft winters	[illegible]	...@...

**In cottons, Fort William basis. [illegible]

SUMMARY OF MILLFEED QUOTATIONS

Week-end millfeed quotations, summarized from the market reviews, are based on carload lots, prompt delivery, per ton, packed in 100-lb. sacks, f.o.b. at indicated points:

	Chicago	Minneapolis	Kansas City	St. Louis	Ft. Worth
Spring bran	[illegible]	[illegible]	$...@...	$...@...	$...@...
Hard winter bran	...@...	...@...	...@...	[illegible]	...@...
Soft winter bran	...@...	...@...	...@...	[illegible]	[illegible]
Stand. midds.*	[illegible]	[illegible]	...@...	...@...	...@...
Flour midds.†	...@...	[illegible]	[illegible]	[illegible]	[illegible]
Red dog	[illegible]	[illegible]	...@...	...@...	...@...

	Buffalo	Philadelphia	Boston	Pittsburgh	Atlanta
Spring bran	[illegible]	[illegible]	[illegible]	[illegible]	$...@...
Standard midds.*	[illegible]	[illegible]	[illegible]	[illegible]	...@...
Flour midds.†	[illegible]	...@...	...@...	[illegible]	...@...
Red dog	[illegible]	[illegible]	[illegible]	[illegible]	...@...

	Spring bran	Shorts	Middlings
Toronto	[illegible]	[illegible]	[illegible]
‡Winnipeg	[illegible]	[illegible]	...@...

*Brown shorts. †Gray shorts. ‡Fort William basis.

GRAIN FUTURES—CLOSING PRICES

Closing grain futures quotations in leading markets, in cents per bushel:

WHEAT

	Minneapolis July	Minneapolis Sept.	Minneapolis Dec.	Chicago July	Chicago Sept.	Chicago Dec.	Chicago Mar.	Kansas City July	Kansas City Sept.	Kansas City Dec.	Flaxseed Mpls. Oct.
June 19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 20	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 21	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 22	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 23	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

	CORN Chicago July	CORN Chicago Sept.	RYE Chicago July	RYE Chicago Sept.	RYE Winnipeg July	RYE Winnipeg Oct.	RYE Minneapolis July	RYE Minneapolis Sept.	OATS Chicago July	OATS Chicago Sept.	OATS Minneapolis July	OATS Minneapolis Sept.
June 19	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 20	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 21	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 22	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 23	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
June 24	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

UNITED STATES VISIBLE GRAIN SUPPLY

Visible supply of grain in the U.S. as compiled by the secretary of the Chicago Board of Trade in bushels (000's omitted) on June 17, and the corresponding date of a year ago:

	Wheat 1950	Wheat 1949	Corn 1950	Corn 1949	Oats 1950	Oats 1949	Rye 1950	Rye 1949	Barley 1950	Barley 1949
Baltimore	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Boston	[illegible]	[illegible]							[illegible]	
Buffalo	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Afloat	[illegible]						[illegible]			
Chicago	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Duluth	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Enid	[illegible]									
Ft. Worth	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Galveston	[illegible]	[illegible]		[illegible]						
Hutchinson	[illegible]	[illegible]								
Indianapolis	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]		
Kansas City	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Milwaukee	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
Minneapolis	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
New Orleans	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]				
New York	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]				
Afloat	[illegible]									
Omaha	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Peoria	[illegible]	[illegible]	[illegible]	[illegible]						
Philadelphia	[illegible]	[illegible]	[illegible]	[illegible]		[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Sioux City	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
St. Joseph	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]			[illegible]	[illegible]
St. Louis	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
Wichita	[illegible]	[illegible]							[illegible]	
Lakes	[illegible]									
Totals	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]

Central West

Chicago: The flour market continued quiet last week. No improvement in interest was shown, and buying was limited to scattered small lots for prompt shipment to cover immediate needs. Prices were up about 5¢ and this was not conducive to buying interest. Deliveries were only fair.

Family flour sales continue light and extremely scattered. Quotations declined 10¢ and as a result, interest was nil. Directions also fell off and were slow.

Quotations, June 24: Spring top patent $5.65@5.90, standard patent $5.50@5.80, first clear $4.95@5.50; family flour $7.05; hard winter short patent $5.30@5.60, 95% patent $5.20@5.40, first clear $4.65; soft winter short patent $5.90@6.64, standard patent $5@6.15, first clear $5.20@5.80.

Toledo: End-of-the-crop conditions prevail, with mills closing down for vacations or fumigation and with some lapse or postponement in the buying of flour until more settled conditions prevail after movement of the new crop. Cutting of wheat starts in northern Ohio, Indiana and lower Michigan about July 4. There is a lack of forward commitments in the purchase of flour because buyers are looking for lower prices later on.

Vancouver: Export interest across the Pacific continues spotty. There has been some business with the Philippine Islands, but the volume has not been as large as expected in view of the reported low stocks at Manila.

The regular outlets through Hong Kong appear to have dried up for the time being. In fact latest cables indicate that some of the buyers there have been seeking every means to dispose of some of the heavy stocks on hand and are reported offering some flour as much as 20¢ below current replacement prices.

No new buying has materialized on behalf of the Nationalist forces on Formosa, and with the People's Government in China blocking imports of foreign flour, the position of the Hong Kong importers is a bad one at present.

Canadian shippers are still hopeful of getting some business from the Straits Settlements and possibly Ceylon, but so far nothing has materialized.

The domestic market remains quiet. Prices are generally firm. Cash car quotations for hard wheat grinds: First patents $11.20 in 98's cottons; bakers patents $9.85 in paper bags and $10.25 in cottons; western cake and pastry to the trade $10.90@11.65.

St. Louis: Local mills advise that the bulk of their new sales have been for prompt to 15-day shipment, with very little for future delivery. Everyone seems to be awaiting developments with regard to the new crop.

Other than a small amount of quick June shipments business, central states mills report little sales activity. Prompt shipment prices are at a discount under July by 15@20¢, and buyers feel that they should buy for deferred shipment at price sequal to June levels. Mills are not pressing aggressively for new crop business, preferring to await the movement which may bring them closer to buyers' ideas. Shipping directions have been fair. Clear grades, due to light mill operation and some export business, have held steady, on some grades slightly higher than a week ago.

Quotations: St. Louis June 22: Family top soft patent $6.10, ordinary $5.15, top hard $6.85, ordinary $5.35; bakers' soft winter short patent $6, cake $6, pastry $5, soft straights $5.15, clears $4.35, hard winter short patent $5.45, standard patent $5.30, clears $5.05; spring wheat short patent $5.85, standard $5.65, clears $5.25, low protein clears $4.85.

H. H. Kanatzer, Sr.

RETIRES—H. H. Kanatzer, Sr., who has been employed by Chase Bag Co. since June, 1910, has retired on his 40th anniversary with the company. He began his work with Chase immediately upon being graduated from high school in Kansas City and has worked at nearly every office position including that of sales manager of the Kansas City branch before expanding his sales activities to several midwestern states. At the time of his retirement he was in charge of the Hutchinson, Kansas, branch and will continue to make Hutchinson his home.

East

Buffalo: There was a slight easing of about 10¢ on prices of some flours other than clears during the past week, but the drop influenced few sales on the Buffalo market. The great majority of the trade seems still to be holding off in hopes of considerably lower price levels under the approaching heavy movement of the new southwestern wheat crop. Local wholesale houses and bakeries continue to operate with reduced inventories, making no forward bookings and buying only what they need to cover day by day activities.

Quotations June 24, f.o.b. Buffalo: Spring family $7.15@7.25, high gluten $6.10@6.15, standard $5.75@5.80, first clear $5.25@5.35; hard winter standard $5.70@5.75, first clear $5.40@5.45; soft winter short patent $5.60@5.65, straight $5.40@5.45, first clear $4.65@4.70.

New York: A reduction of 10@20¢ sack for June-July shipment brought in a considerable number of buyers whose stocks were running low, usually in one and two car lots and in many cases with directions accompanying the order. The general uncertainty of buyers over future prices kept sales from attaining major proportions, and since the discounts were not for long-range shipment in any event, the business was scarcely beyond what would have been normally done in this period. The total volume was characterized as fair.

Two of the large chain bakers were in the market for southwestern flour. One coverage was reported to be

July and August requirements of Oklahoma and Texas flours.

Supplies of cake flours were increasingly scarce. Pennsylvania soft winters were practically out of the picture and many mid-western mills also withdrew offers. Pacific Coast grades continued to be unsaleable in the East, but there was no pressure from buyers for supplies, so these flours were dormant. Prices were 15@20¢ lower.

Quotations June 24: Spring high glutens $6.20@6.30, standard patents $5.85@5.95, clears $5.50@5.70; southwestern short patents $5.70@5.90, standard patents $5.50@5.70; high ratio soft winters $6.20@6.75, straights $5.25@5.40, nominally.

Pittsburgh: There were small declines in prices of 5 and 10¢ in bakers patents last week. Flour sales were larger than the previous week, with Kansas hard bakers patents comprising the bulk of sales. Some new crop flour was offered at $5.24 for standard, $5.34 medium, $5.44 short, in cottons. Sales of new crop patents were very limited.

Family patents, spring and soft winter wheat cake and pastry patents sold only in hand-to-mouth lots. Clears continued to be offered sparingly with inquiry active and prices holding firm. Directions are good. Commitments continue to be made on basis of June or July deliveries, with immediate deliveries foremost. Most of the trade is keeping a close watch on the market but deferring buying at present prices until a clearer picture of future prices warrants entering the market on a larger scale. Grocers and jobbers show scant interest in buying family flour and seemed stocked for at least 14 to 30 days ahead.

Quotations June 24: Hard winter bakers standard patent $5.40@5.60, medium patent $5.50@5.70, short patent $5.60@5.85; spring wheat standard patent $5.95@6.20, medium patent $6.10@6.30, short patent $6.15@6.40; clears $5.55@6; high gluten $6.20@6.55; family flour; advertised brands $7.18@7.70, other brands $5.85@6.80; pastry and cake flours $5.14@6.60; Pacific Coast pastry flour $6.27.

Philadelphia: Mill representatives in this area are suddenly optimistic over the prospects of an early revival in demand for flour, but the local market is showing no indication of working up any momentum. Virtually all grades are suffering from neglect on the part of bakers, who continue cautious, taking only modest amounts for current production needs. Quotations 5¢ sack in all but soft winter standard, which is holding unchanged.

Back of the optimism over some relief from the extended dullness is the widely-held belief that many bakeries have permitted stocks to reach a low state and the knowledge that very little flour remains on mill books.

The feeling is that any sizeable setback in values would stimulate buying, if only to the extent that bakers would secure their position. Right now, it is reported, inquiry has expanded somewhat, particularly on the part of larger establishments who have been testing the strength of the market with bids somewhat below posted prices.

It is reasoned that the crop reports still make good reading and the continued decline in the export market has definitely improved the supply outlook.

Current interest is confined to nearby shipment, due to the fact that millers are not making concessions on deferred delivery, with reports of instances where a premium is demanded.

Meanwhile, bakers are not too pressed on purchases because of the relaxed tempo of retail sales, especially in the sweet goods department. However, some relief from this situation has been gained by the continued practice of offering weekly specials to the accompaniment of promotional campaigns.

Quotations June 24, 100-lb. cotton sack basis: Spring family $7.30@7.55, high gluten $6.50@6.60, short patent $6.20@6.30, standard patent $6.10@6.20, first clear $5.70@5.85; hard winter short patent $5.70@5.80, standard patent $5.60@5.70; soft winter standard $4.85@5.10.

Boston: Flour quotations in the Boston market are lower, but the extreme losses were reduced in a moderate mid-week recovery. However, at the close of the week's trading all signs pointed to a fresh downturn. Springs finished unchanged to 5¢ lower while hard winters were off approximately 5¢. Soft wheat flours are fairly stable. The only change in this group of any consequence was a decline of 20¢ in high ratio on the outside price range. Family flour also was slightly easier losing about 10¢.

Trading during the week was exceptionally slow and confined to small fill-in lots for immediate needs. Most buyers felt that the pressure of new wheat marketings would insure lower prices in the near future and as a result were extremely cautious in their commitments. This course was very reassuring, according to market advices, as nearly all suggested some degree inactivity in the possibility of more attractive buying opportunities which at the moment seem quite promising.

Low inventories are freely admitted by most operators, and it is quite possible that any substantial price drop would bring a wave of buying. Most bakers reported that consumer buying is still lagging in comparison with a year ago.

Quotations June 24: Spring short patents $6.27@6.37, standards $6.07@6.17, high gluten $6.42@6.52, first clears $5.52@5.82; hard winter short patents $5.87@5.97, standards $5.47@5.72; Pacific soft wheat flour $6.17@6.42, eastern soft winter straights $5.42@5.62, high ratio $6.52@6.87, family $7.44@7.47.

Pacific Coast

Seattle: The flour market eased off during the week as the effects of the bakers' strike hit the trade in the area. Sales of biscuit and other types of flour at the retail level were said to have jumped considerably, but of course the bakers offer the big outlet for flour, and since they are shut down, buying from that direction has come to a standstill. Philippine business was in the offing, however, and the general attitude in the trade was not as gloomy as might be expected in the face of the bakers' strike in this area. Prices were unchanged. Quotations: Family patent $7, bluestem $6.10, bakery $6.11, pastry $5.88.

Canada

Toronto-Montreal: While little new export business was reported, the outlook is beginning to brighten up for Canadian mills. Inquiries are being received from all parts of the world. The Far East is showing more interest in Canadian flour than has been apparent for some time. Tenders for July shipment to Trinidad were called, but results have not yet been

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announced. Demand in the domestic market has improved but prices remain competitive. Quotations June 22: Top patent springs for use in Canada $11.15 bbl., seconds $10.65, bakers $10.55, all less cash discounts, in 98's cotton, mixed cars with 10¢ added for cartage where used. For export to U.K., government regulation flour $13.85 per 280-lb. to end of July, Montreal.

Winters continue to move slowly. Quotations June 22: $9.50@10.50 bbl., f.o.b. Montreal.

Little interest is shown in old crop winter wheat due to high prices. New crop is in excellent condition, and good yields are expected. Quotations, June 22: $2.15@2.20 bu. mill door, $2.30@2.35 f.o.b. shipping point carlots.

Winnipeg: Canadian flour sales for export were comparatively small last week and aggregated less than 72,000 bbl. The total included just under 29,000 bbl. worked to countries outside the International Wheat Agreement, chiefly Jamaica, Hong Kong and Japan. IWA sales were to British South America, Philippines, Cuba, Trinidad, and Costa Rica.

Domestic flour sales were of moderate proportions, and mills are operating at about 65% of capacity. Stocks of flour on hand are sufficient to take care of present requirements. Quotations June 24: Top patent springs for delivery between Fort William and the British Columbia boundary $11.20@11.40, second patents $10.70@10.90, second patents to bakers $10.20@10.40.

Millfeed

Minneapolis: Millfeed demand remains good for both nearby and future bookings, and prices are $1.50@2.00 higher than a week ago. There is considerable interest in bookings of bran for as far forward as October at discounts of about $2 ton under the current market. Quotations June 26: Bran $47@48, standard midds. $56@57.50, flour midds. $57@58, red dog $59.50.

Duluth: Demand last week was fair to good, the trend was firm and higher and supplies were adequate. Quotations: Pure bran $49.50, standard bran $48.50, standard midds. $55, flour midds. $58.50, mixed feeds $57, red dog $59.

Kansas City: Demand has simmered down considerably within the past five days and offerings improved. The market absorbed without any relatively strong advance the procurement of bran by the government last week. Quotations June 26: Bran $44.50@45, shorts $53.50@54.50.

Chicago: Bran $49.50@50, standard midds. $59@61, red dog $63.50. Demand fair, supplies ample.

Hutchinson: Interest in millfeed continued strong last week and mills easily disposed of limited output. The South, which has been buying shorts heavily, showed resistance to prices. The market was only a shade higher than the previous week. Quotations, Kansas City basis: Bran $46@46.50, gray shorts $58@58.50.

Fort Worth, quotations June 24: Bran $51@52, gray shorts $64@65, delivered T.C.P., $1 lower on bran and $2 off on shorts, compared with the week previous. Demand was slightly improved, while offerings were somewhat more plentiful.

Oklahoma City: Millfeeds closed unchanged on bran and 70¢ lower on shorts. Quotations, straight cars: bran $48.20@49.20, millrun $54@55, shorts $59.80@60.80; mixed or pool cars $1 higher on all grades.

Wichita: Millfeed demand was heavy last week, with offerings inadequate due to low operating time of mills. Quotations, basis Kansas City, June 24: Bran $46.25@46.50, shorts $58@58.50. Prices were about unchanged, compared with the preceding week.

St. Louis: Sales were slow but there was no pressure of offerings. Bran $50.25@50.75, shorts $61.50@62, St. Louis.

Toledo: Millfeed was quoted and available last week at $55 for bran and $61 for flour middlings, quick or prompt shipment in sacks, f.o.b. mill with some mills closing down with none to offer.

Buffalo: Millfeed advanced again last week, with price hikes of $2.50@5 noted. Local demand for standard middlings and red dog exceeds the present supply. Feed offerings are appreciably smaller because of reduced mill operations here. Quotations June 24, f.o.b. Buffalo: Bran $55@55.50, standard midds. $62@62.50, flour midds. $63.50@64, red dog $65@65.50.

Salina: Demand is good with bran $2.50 ton higher and shorts $1 ton higher. Supplies are light. Quotations, basis Kansas City: Bran $46.50@47, gray shorts $58@58.50.

Boston: Millfeeds continued their upswing for the third consecutive week in the Boston market although buying activity subsided with each successive rise. Spring bran is $3 higher, and midds. gained $4.50. Mixed feeds advanced $4, while red dog showed the largest price increase, $5.50.

Buying was reported only on a hand-to-mouth basis, and at the close of the week's trading forward commitments were a rarity. Some concern was expressed by a few users who are more or less dependent on pasturage which is apparently very poor in some of the dry areas of the Northeast. A return to normalcy in the hatching industry has stepped up the demand for poultry rations to a point where the use of this type of feed is rapidly approaching previous peak periods.

Quotations June 24: Spring bran $61@62, midds. $69@69.50; mixed feeds $65@66, red dog $72.50@73.

Philadelphia: The local millfeed market has fought its way uphill from the levels reached during the recent setback, and current prices are about on a par with those which prevailed on June 1. Inquiry for standard middlings at a time when offerings are far from plentiful is credited with imparting the steadiness. However, activity is on a minimized scale. The June 24 quotation on standard bran of $60 is $2 higher than that of the previous week, while a $4 addition lifted standard midds. to $64. Red dog holds unchanged at $66.

Pittsburgh: Millfeed prices were higher by $1@3 ton last week. Contrary to general custom, both retail and wholesale buyers did not show increased buying interest. Both bought cautiously for immediate needs. Offerings covered all demands. Quotations f.o.b. Pittsburgh points: Bran $57@58.60, standard midds. $67.60@68.60, flour midds. $69@70.10, red dog $71@72.10.

Seattle: The millfeed market was definitely weaker last week with sellers of all classes starting to press the markets. Those resellers who were long a little feed put pressure on the market to find homes for their holdings, and mills, having caught up with contractural commitments, indicated they would take business at going levels. The trade, on the other hand, felt that lower prices were in order and was inclined to sit on the sidelines and wait for developments. July business was reported as having been done at $54 delivered, common transit points, and June shipment, while nominally $54@56, probably could be done at, or close to, the same level as July. The market was weak.

Ogden: Millfeed prices declined $1 during the past week, with demand and supply about equal and considerable trade being done on the West Coast. Plants are working 24 hours a day seven days a week. Quotations: Red bran and millrun $55, midds. $58. To Denver: Red bran and millrun $62, midds $65. To California: Red bran and millrun $62.50, midds. $65.50, f.o.b., San Francisco and Los Angeles.

Toronto-Montreal: Supplies are sufficient to meet demand which has eased off due to cattle being on pasture. Quotations June 22: Bran $66, shorts $67, midds. $69, net cash terms, bags included, mixed or straight cars, Toronto-Montreal.

Winnipeg: All types of millfeed are in good demand, and most of the output from western mills is going to eastern Canada. Sales in the three prairie provinces are unimportant. Quotations: Manitoba, Saskatchewan and Alberta bran $51, shorts $54, small lots ex-country elevators and warehouses $3 extra.

Vancouver: Domestic demand continues very spotty. There was considerable fluctuation in prices quoted by prairie mills last week on bran, with quotations dropped in some cases and advanced by other mills. Stocks are ample for current needs. Cash car quotations: Bran $60.55@65.55, shorts $65.55@66.55, midds. $68.55@69.55.

Rye

Buffalo: Sales of rye flour have been very slow despite a lower price. Supplies are adequate to cover all demands. Local buyers are continuing to make only nearby commitments. Quotations June 24, f.o.b. Buffalo: White $5.05@5.10, dark $4.30@4.35, medium $4.85@4.90.

New York: Scattered, fill-in business on rye flours was transacted last week. Pure white patents, June 24: $4.65@4.75.

Philadelphia: The local market is displaying a somewhat easier undertone at the moment as buyers continue their hand-to-mouth purchases. Another factor in the dullness is the reluctance to build up supplies of dark flour during warmer weather. The June 24 quotation on rye white of $4.75@4.85 is unchanged from the previous week.

St. Louis: New sales and shipping directions are good. Pure white $4.80, medium $4.60, dark $4.05, rye meal $4.30.

Pittsburgh: Demand continued to be on a hand-to-mouth basis for rye flours last week. Immediate shipments ruled in any sales made. Warmer weather and prices serve as a barrier to buying rye flour in larger volume. Quotations f.o.b. Pittsburgh points: Blended rye flour $5.75@5.80, medium $4.40@4.55, dark $3.95@4, pure white No. 1 $4.70@4.75, rye meal $4.10@4.20.

Chicago: The rye market continued quiet last week and sales were limited to scattered small lots for immediate shipment. Directions were only fair. White patent rye $4.30@4.40, medium $4.10@4.15, dark $3.30@3.70.

WANT ADS

Advertisements in this department are 10¢ per word; minimum charge, $1. Add 10¢ per insertion for forwarding of replies if keyed to office of publication. (Count six words for signature.) Situation Wanted advertisements will be accepted for 1¢ per word, $1 minimum. Add 10¢ per insertion for keyed replies. Display Want Ads $6 per inch per insertion. All Want Ads cash with order.

HELP WANTED

SALESMAN: NATIONAL MANUFACTURer Jellies, Preserves, Bakery ingredients. Retail following. Excellent opportunity, state age and experience. Salary and commission. Address 434, The Northwestern Miller, Minneapolis 1, Minn.

SITUATIONS WANTED

GOOD DEPENDABLE MILLER WANTS change. Now on West Coast. Prefer 5-day week. Day work only. Address 444, The Northwestern Miller, Minneapolis 1, Minn.

MACHINERY FOR SALE

FARINOGRAPH FOR SALE—LIKE NEW— Brabender Farinograph, minus Thermostat. Single speed, 32 RPM, 100 cc. cap. Priced to move. J. R. Andreson, 4733 W. 63th St., Chicago 38, Ill.

MACHINERY WANTED

WANTED TO BUY — RICHARDSON scales, bag closing machines and other good mill, feed and elevator equipment. J. E. Hagan, 1512 E. High, Jefferson City, Mo.

MILLS FOR SALE

FOR SALE—FLOUR MILL—100 BARREL capacity, excellent condition, R. R. siding, well located to serve Ind., Mich., Ohio; good inter market. Priced to sell. Address The Northwestern Miller, 915, Minneapolis 1, Minn.

MILL MUTUAL SERVICE
FOR POLICY HOLDERS
Mill Mutual Fire Prevention Bureau
100 West Madison St. Chicago, Ill.

GLOBE CEREAL MILLS
EL PASO, TEXAS
Globe Bakers Flour

B. A. ECKHART MILLING CO. *Chicago*
MILLERS OF
WHEAT and RYE
FAMILY FLOUR BAKERY FLOUR CRACKER FLOUR

...BE SURE with PERFORMANCE FLOURS

PERFORMANCE FLOUR

Consumers' confidence in your bread depends upon day-to-day uniformity. To get that uniformity requires flours you can depend upon—through every step in baking production.

PERFORMANCE FLOURS, control-milled by KANSAS FLOUR MILLS COMPANY from choice bread wheats, can be depended upon throughout the year. No more juggling of formulas, changes in fermentation times or shifting of shop schedules to meet unpredictable variations in baking quality. *You're sure* of baking results with KFM bake-tested PERFORMANCE FLOURS.

Fine Flours are the Foundation of the Baking Business

KANSAS FLOUR MILLS COMPANY
KANSAS CITY
Division of Flour Mills of America, Inc.

SAFE, SURE FUMIGATION with

TETRAFUME

WEEVIL KILLER

THE 4-WAY GRAIN FUMIGANT

Tetrafume kills all forms of insects, whether eggs, larvae or adults! Leaves no odor, taste or stain on grain or sacking.

4-WAY PROTECTION . . .

(1) Tetrafume kills weevils and other insects in grain. (2) Removes musty or ground odors. (3) Lowers temperature of the grain, cuts danger of heat damage. (4) Retards damage from high moisture content.

Does Not Burn or Explode . . . Tetrafume is safe and easy to use. It is sprinkled directly on the grain and releases a heavy gas which slowly settles through the grain, giving complete penetration. Safe to handle. Non-poisonous. See your Douglas salesman—or write direct.

FREE BOOK

Fully explains how to protect your grain from damage by insects, heat, moisture, odors, rats and mice. Write today.

"PIONEERS OF SAFE INSECTICIDES"

Douglas Chemical and Supply Company

1324-Q-1 West 12th St. INCORPORATED 1935 Kansas City, Missouri

BRANCH WAREHOUSES: CINCINNATI, OHIO, AUGUSTA, GEORGIA, SPOKANE, WASHINGTON, MINNEAPOLIS, MINNESOTA, PORTLAND, OREGON

Storage Agreement Handbook Issued to Warehousemen

MINNEAPOLIS—The Minneapolis Commodity Office of the Production and Marketing Administration has issued a Handbook for country warehousemen operating under the uniform storage agreement.

Other regional PMA offices are expected to publish similar booklets for use within the various areas. Except for modifications of instructions to conform with trade practices in individual regions, all of the books will be basically the same. Additional sections for use of terminal operators also will be published.

The handbook contains instructions in the handling of grain under terms of the storage agreement. It includes and supplements outstanding instructions and will apply to the new uniform storage agreement to be offered July 1, 1950, as well as the one now in effect.

James A. Cole, director of the Minneapolis commodity office, in a letter accompanying the handbook, points out that the office is "making a vigorous effort to speed up the handling of business transactions with warehousemen and simplify and eliminate unnecessary paper work."

In exchange Mr. Cole asks the warehousemen to follow instructions and be prompt and accurate in submitting documents needed to complete transactions.

All basic procedures and instructions will be issued in the form of supplements or amendments to the handbook, and circular letters will be used to pass on information of a temporary nature.

T. A. ERICKSON HONORED FOR SERVICE TO YOUTH

MINNEAPOLIS—T. A. Erickson, rural services consultant for General Mills, Inc., Minneapolis, was honored by company officials June 2 for "outstanding continuation of service he has given to youth" in the 10 years since his "retirement."

Mr. Erickson, called the "father of 4-H work in Minnesota," was forced to retire because of age in 1940 after 28 years as state 4-H leader and as rural school specialist for the University of Minnesota. He was then retained by General Mills.

More than 2 million copies of his seven booklets on a variety of farm subjects have been distributed on request to every state and many foreign countries. Special recognition has been given three of them.

Mr. Erickson was named as one of Minnesota's "100 Living Great" in 1949.

AMF DIVIDEND

NEW YORK—The board of directors of American Machine & Foundry Co. has voted the regular quarterly dividend of 97½¢ a share on the 3.90% cumulative preferred stock, payable July 15 to stockholders of record on June 30.

SWANS DOWN

• Bakery Cake Flours

• Donut Mixes

and a complete line of other Central States and West Coast Specialized Soft Wheat Bakery Flours.

GLENHART BROTHERS

"Gooch's Best"

SUPERIOR QUALITY

to Make All Baked Things Better

Gooch Milling & Elevator Co.
Lincoln, Nebraska

Gallatin Valley Milling Co.
MONTANA
Flours and Grain
D. R. FISKER, Mgr. BELGRADE, MONT.

For Better Bags—Better Buy Chase
CHASE BAG COMPANY
General Sales Offices, 309 W. Jackson Blvd.
Chicago 6, Illinois
Coast-to-Coast Bag Service

80 Years of Reliability
PILLSBURY'S BAKERY FLOURS

"DIAMOND D"
A High Grade Baker's Spring Patent
Milled Under Laboratory Control
from Montana Spring Wheat
Sheridan Flouring Mills, Inc.
SHERIDAN, WYOMING

We're proud of the fact that many of our customers have purchased from us for two and three decades and some for even longer. We feel it is a tribute to our fair trading and helpful service.

SIMONDS - SHIELDS - THEIS
GRAIN COMPANY
BOARD OF TRADE BLDG., KANSAS CITY, MO.

Operating the Rock Island Elevator — Capacity 4,000,000 Bu.

FRANK A. THEIS, President
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3 BAKER FLOURS

that give

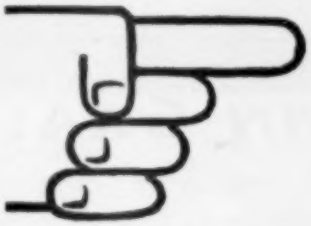
peace of mind in your shop.

TEA TABLE
OVENSPRING
BIG VALUE

THE WEBER FLOUR MILLS CO.
SALINA, KANSAS

HERE'S FLOUR DEPENDABILITY

The dependable performance you always get from BUFFALO flour is due to steady adherence to the highest standards in wheat selection, milling and laboratory control. By every standard of measurement, there is no flour of greater uniformity, day after day. BUFFALO offers a solid foundation for quality bread production.



THE WILLIS NORTON COMPANY Wichita, Kansas
Quality Millers Since 1879

TEX-O-KAN

FLOUR MILLS CO. • KANSAS CITY GRAIN DIVISION
BOARD of TRADE BLDG. • KANSAS CITY, MO.

GRAIN MERCHANTS

MILLING WHEAT • CORN • OATS • FEED GRAINS

Operating **SANTA FE ELEVATOR "A"**
Capacity 10,200,000 Bu.

Your wheat supplier may have the best intentions in the world, but if his facilities are limited, he may not be able to serve you properly.

Our Ten Million Bushel Elevator permits accurate binning of wheat of top milling and baking qualities.
L. D. 164 or
GRand 7070

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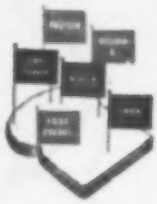
A. H. FUHRMAN, Vice Pres. and K. C. Mgr.
E. M. SUMMERS
J. D. TINKLEPAUGH
R. B. CALDWELL

Page's FLOUR

MILLERS OF FINE FLOUR SINCE 1899

Nature played tricks with wheat this year. There are crop variations all over the Southwest. But that's no handicap for Page Flour users. For Page Mills are located to draw wheat economically from four states —Kansas, Oklahoma, Colorado and Nebraska.



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PAGE US FOR FINE FLOUR

UHLMANN GRAIN CO.

Founded by
FRED UHLMANN

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CHICAGO, ILL.

1158 Board of Trade Bldg.
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Winnipeg Grain Exchange
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New York Rubber Exchange
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New York Cocoa Exchange

OPERATING
WABASH ELEVATOR
Capacity 4,000,000 Bus.

•

Complete Facilities for Serving the Milling Industry

OFFICES:
New York City
Chicago, Ill.
Kansas City, Mo.
Enid, Okla.
Fort Worth, Texas
Amarillo, Texas

QUALITY ABOVE ALL ELSE

SILK FLOSS

BREAD AND CAKE FLOURS

Tri Santa-Fe

Finest Short Patent

The best wheats, the greatest milling skill, the finest laboratories mean nothing if the miller wavers in his desire to produce the best. SILK FLOSS and SANTA FE TRAIL consistently meet the most exacting tests of baking performance because we are determined that these famous brands will always represent the highest quality in the market. You cannot purchase better flours than these.

CAPACITY 10,000 CWTS.
STORAGE 4,500,000 BU.

KANSAS MILLING CO.
WICHITA, KANSAS

SINCE 1894

BUILDERS of 77,000,000 BUSHELS of MODERN CONCRETE STORAGE IN OUR THIRTY YEARS

MOTHER Nature is again producing for America a bountiful crop of golden, nutritious wheat ... man's best and cheapest food. And again the nation faces the task of storing this wheat safely and carefully to preserve its soundness, cleanliness and quality.

Millers are finding more and more that wheat is valueless to them when it comes to market after a period of careless storage. More and more they realize the value of controlling the storage throughout the entire year of as much of their annual grind as possible.

Perhaps your milling business would benefit from more elevator space. Jones-Hettelsater engineers can design and build it for you with the maximum of efficiency and low cost.

A record of more than 29 years of experience in serving the flour, feed, cereal and grain industries gives J-H engineers an unmatched "know how" in grain elevator construction.

JONES-HETTELSATER *Construction Company*

Designers and Builders for Millers and the American Grain Trade

1911 Baltimore Avenue KANSAS CITY, MISSOURI

Include in each car . . .

EAGLE RY-BATCH, Light or
EAGLE RY-BATCH, Dark and
EAGLE RY-BATCH, Pumpernickel

Perfect Blends, Thoroughly Mixed, of the best Types of Spring Wheat Clears and Rye Flours. Guarantee High and Uniform Quality and Uniform Baking Results.

Ship with . . .

DANIEL WEBSTER
and
GOLD COIN
Hard Spring Wheat Patents

EAGLE ROLLER MILL CO.
NEW ULM, MINNESOTA
Dependable Since 1856

CONVENTION CALENDAR

June 29-July 1—Grocery Manufacturers of America, Inc.; The Greenbrier, West Sulphur Springs, W. Va.; sec., Talbot G. Freeman, 205 E. 42nd St., New York 17.

Aug. 13-15—West Virginia Bakers Assn.; White Sulphur Springs, West Va.; sec., P. G. Sayre, 123 19th St., Parkersburg.

Aug. 29-30 — American Soybean Assn.; Hotel Leland, Springfield, Ill.; sec.-treas., George M. Strayer, Hudson, Iowa.

Sept. 15-16—Virginia Bakers Council; Natural Bridge Hotel, Natural Bridge, Va.; exec.-sec., Harold E. Wilder, 812 Life Insurance Co. of Virginia Bldg., Richmond, Va.

Sept. 17-19—Southern Bakers Assn., retail and wholesale exposition; Atlanta Municipal Auditorium, Atlanta; sec., E. P. Cline, 792 Henry Grady Bldg., Atlanta 3.

Sept. 24-26—Grain and Feed Dealers National Assn. and Missouri Grain, Feed & Millers Assn., joint convention, Kansas City (Mo.) Municipal Auditorium; headquarters, Grain & Feed Dealers National Assn., Hotel Muehlebach; sec., Don F. Clark, 100 Merchants Exchange Bldg., St. Louis 2; headquarters, Missouri Grain, Feed & Millers Assn., Hotel President; sec., D. A. Meimershagen, Higginsville, Mo.

Oct. 1-3—Kentucky Master Bakers Assn., Inc.; Seelbach Hotel, Louisville, Ky.; sec., M. J. Fickenscher, 919 Monmouth St., Newport, Ky.

Oct. 6-7—Pennsylvania Millers & Feed Dealers Assn., convention, and Nutrition conference in cooperation with Pennsylvania State College; Hotel Brunswick, Lancaster, Pa.; sec., Jess P. Humpton, 28 E. Orange St., Lancaster.

Oct. 15-18 — American Bakers Assn.; Hotel Sherman, Chicago; sec., Tom Smith, 20 N. Wacker Dr., Chicago 6.

Oct. 29-Nov. 2—National Bakers Supply House Assn.; Broadmoor Hotel, Colorado Springs, Colo.; headquarters, 64 East Lake St., Chicago 1.

Nov. 12-14—New England Bakers Assn.; Statler Hotel, Boston; sec., Robert E. Sullivan, 51 Exeter St., Boston.

Nov. 20-21—Western Grain & Feed Assn.; Hotel Fort Des Moines, Des Moines, Iowa; sec., Mark G. Thornburg, 452 Des Moines Bldg., Des Moines 9.

1951

Jan. 21-23 — Pennsylvania Bakers Assn., William Penn Hotel, Pittsburgh; sec., Theodore Staab, 5700 N. Broad St., Philadelphia.

April 16-18 — Pacific Northwest Bakers Conference, Multnomah Hotel, Portland, Ore.

April 29-May 1 — Texas Bakers Assn.; Baker Hotel, Dallas; sec., Mrs. Ed Goodman, 1134 National City Bldg., Dallas 1.

May 14-18—Association of Operative Millers; Sherman Hotel, Chicago; sec., Donald S. Eber, 620 Board of Trade Bldg., Kansas City.

May 21-25—American Association of Cereal Chemists; Minneapolis, Minn.; sec., Frank R. Schwam, Procter & Gamble, M. A. & R. Bldg., Ivorydale, Cincinnati 17, Ohio.

The Standard Others Strive to Reach
WHITE SWAN
FLOUR
SPRINGFIELD MILLING CORPORATION
MINNEAPOLIS • MINNESOTA

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FLOUR BROKERS
PHONE L. D. 10 CABLE ADDRESS: SOWIL

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DAVID COLEMAN, Incorporated
Members N. Y. Produce Exchange
Produce Ex. - NEW YORK
New England Office: 211 Bryant St., Malden, Mass.

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KANSAS CITY - - MISSOURI

HABEL, ARMBRUSTER & LARSEN CO.
All **FLOUR** Grades
410-420 N. Western Ave., CHICAGO, ILL.

ACME — GOLD DRIFT
Better Bakery Flours
These Brands Meet Every Shop Need
The ACME FLOUR MILLS CO.
Oklahoma City, Okla.

WILLIAM PENN FLOUR CO.
FOREIGN **FLOUR** DOMESTIC
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FOR QUALITY, FLAVOR AND ECONOMY
Flour Hubbard Milling Co.

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Highest Class Mills and Buyers
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WM. CHARLICK, LTD.
FLOUR MILLERS
Specializing In Exports
ADELAIDE, SOUTH AUSTRALIA
Cables: "Cityflour" Adelaide

We are buyers of **FEEDS** of all kinds
DEUTSCH & SICKERT CO.
720-728 Grain & Stock Exchange
MILWAUKEE, WISCONSIN

THE NEW CENTURY CO.
3333 So. Union Ave. Chicago 9, Ill.
Always in Market for Flour and Feed
Producers of
DRIED BREWERS' GRAINS

Broenniman Company
(INCORPORATED)
FLOUR
436 Produce Exchange NEW YORK

H. S. PEARLSTONE CO.
FLOUR
Produce Exchange
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FLOUR IMPORTERS
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Cable Address: "COVENTRY," London

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MARDORF, PEACH & CO., Ltd.
FLOUR IMPORTERS
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Established 1870
STANNARD COLLINS & CO.
(E. A. GREEN)
IMPORTERS OF FLOUR, CEREALS AND CEREAL PRODUCTS
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CARL GOLDSCHMIDT, LTD.
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VAUGHAN THOMAS & CO. LTD.
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CRAWFORD & LAW
FLOUR IMPORTERS
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J. M. & C. M. HAMM
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WALKERS, WINSER & HAMM
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"Travethoe", 17, The Grove, Broxbourne Park, Nr. Hatfield, HERTS. ENGLAND
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D. T. RUSSELL & BAIRD, Ltd.
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IMPORTERS OF
FLOUR, OATMEALS, CEREALS
OFFICES ALSO AT
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FARQUHAR BROTHERS
FLOUR MERCHANTS
10 Wellington Street GLASGOW, C.2
C. I. F. business much preferred.
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WATSON & PHILIP, LTD.
FLOUR IMPORTERS
120 Wallace St., GLASGOW, C. 5
41 Constitution St. LEITH
Esplanade Buildings, DUNDEE
42 Regent Quay, ABERDEEN
Cables: "PHILIP," Dundee

GRISTS & GRINS

Girl: "Father is delighted to hear that you are a poet."

Boy: "Why?"

Girl: "The last of my toy friends he tried to throw out was a pugilist."

◆ ◆ ◆

"Wifey, dear, if I had to do it over, do you know who I would marry?"

"No, who?"

"You, of course."

"Oh, no, you wouldn't!"

◆ ◆ ◆

Notice on a bakery's employee bulletin board:

"FOUND: Roll of $5 bills. Will owner please form a line at the superintendent's office?"

◆ ◆ ◆

The lush character watched the lush young lady enter the night club, and turned to his companion:

"That girl certainly looks like a million."

"Yeah. She's got it all invested in the right places, too."

◆ ◆ ◆

In Connecticut newspaper:

"March 22: For sale. Slightly used farm wench in good condition. Very handy. Phone 366-R-2. A. Cartright."

"March 29: Correction. Due to an unfortunate error, Mr. Cartright's ad last week was not clear. He has an excellent winch for sale. We trust this will put an end to jokesters who have called Mr. Cartright and greatly bothered his housekeeper, Mrs. Hargreaves, who loves with him."

"April 5: NOTICE: My WINCH is not for sale. I put a sledgehammer to it. Don't bother calling 366-R-2. I had the phone taken out. I am NOT carrying on with Mrs. Hargreaves. She merely LIVES here. A. Cartright."

◆ ◆ ◆

Mr. Newlyrich (to tutor): "There's no need of teaching my son to count over 100. He can hire accountants to do his bookkeeping."

Tutor: "Yes, sir, but he'll want to play his own game of golf, won't he?"

◆ ◆ ◆

Sad Sam, the world's most henpecked husband, dashed into the local fire station and cried to the chief, "My wife ran away again!"

The chief looked up from the checkerboard. "So what! Why are you telling us? You should report things like that to the police."

"Yeah, but I told the police last time and they found her!"

◆ ◆ ◆

Three polar bears were sitting on an iceberg.

"Now," said the father polar bear, "I've got a tale to tell."

"I, too," said the mother polar bear, "have a tale to tell."

The little polar bear looked up at its parents and said: "My tail's told."

JOHN F. CAMERON & CO.
FLOUR IMPORTERS
No. 8 South College Street,
ABERDEEN, SCOTLAND
Also LEITH and DUNDEE
Cable Address: "VIOLET" Code: Riverside

ROBERT NEILL, LTD.
FLOUR IMPORTERS
137 St. Vincent Street GLASGOW, C. 3
Branches: Belfast and Dublin

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C. I. F. Business Much Preferred
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10 Waterloo St. GLASGOW
Cable Address: "MARVEL," Glasgow

ANDREW TAYLOR & CO. (GLASGOW) LTD.
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163, Hope Street, GLASGOW
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Established 1866
FIRMA WITSENBURG JR.
IMPORTERS OF FLOUR AND OTHER CEREALS
POSTBOX 945 AMSTERDAM C
Cable Address: "Witburg"
Reference: De Twentsche Bank, Amsterdam

H. J. B. M. RADEMAKER
GENERAL AGENCY
Solicits Correspondence With Shippers of FLOUR, CEREALS, FEED, SEEDS AND PULSE
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Reference: The Northwestern Miller
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FLOUR SPECIALISTS SINCE 1889
AMSTERDAM
Cable Address: Bygrip, Amsterdam
Codes: Bentley's Complete Phrase, A.B.C. 5th Ed., Riverside, Private
Bankers: Twentsche Bank, Amsterdam Reference: Guarantee Trust, New York

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